

# *The* **PRODUCER**

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*Official Organ of the*  
**AMERICAN NATIONAL LIVE STOCK  
ASSOCIATION**

PUBLISHED MONTHLY

ONE DOLLAR A YEAR

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Eppenstein

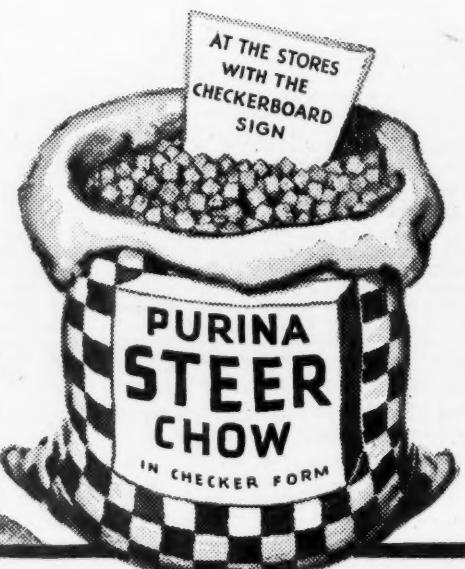
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# THE PRODUCER

## THE NATIONAL LIVE STOCK MONTHLY

Volume XII

DENVER, COLORADO, MARCH, 1931

Number 10



### Shorthorn Cattle

*PREPARED BY THE AMERICAN SHORTHORN BREEDERS' ASSOCIATION*

FOR OVER ONE HUNDRED AND FIFTY years, Shorthorns have been popular throughout the important agricultural countries of the world. In Great Britain, the land of their origin, they predominate; in the Argentine they are the most numerous; in Canada, Australia, New Zealand, and South Africa they assume leadership; and in the United States, Shorthorns are one of the three leading cattle breeds of the country in point of numbers and general distribution.

Shorthorn colors are red, white, and roan, or red-and-white. There are in this country three types or strains of the breed, all from the same common ancestry and all registered in the "American Shorthorn Herd-Book." Beef Shorthorns conform to the

thick, blocky type desired by feeders and butchers. Milking Shorthorns are of the dual-purpose type desired by farmers who want cows which will yield liberal quantities of milk and produce calves that can be grown and fattened profitably. Polled Shorthorns are hornless cattle that have all the other characteristics of their horned counterparts. Within the polled branch may be found the beef and dual-purpose types, in about the same proportion as among the horned cattle. Animals of either type may be mated and the progeny recorded, since all descend from the same ancestry. While Shorthorns are found in all parts of the country, they are most numerous in the Corn Belt states and owned by practical farmers. The ten leading states (all west of Chicago) are

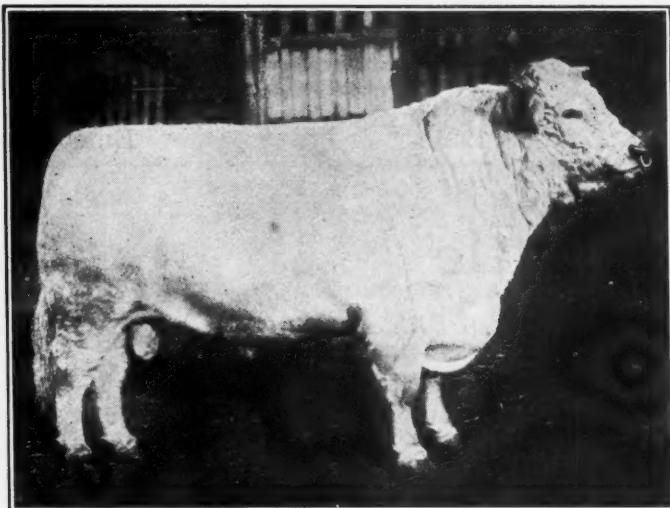


SONS AND DAUGHTERS OF BROWNDALE ARCHER, A SON OF BROWNDALE COUNT  
Owned in Colorado

Iowa, Minnesota, Kansas, Nebraska, Illinois, Missouri, North Dakota, South Dakota, Wisconsin, and Montana; the basis for this rank being numbers registered and transferred during the fiscal year ending October 31, 1930.

### Early History of Breed

The breed had its origin in the rich agricultural valley of the Tees River, which separates the counties of Durham and York in northeastern England.



**WHITEHALL SULTAN**

Whose descendants have been leading Shorthorn prize-winners

There is a tradition that the Earls and Dukes of Northumberland bred cattle similar to Shorthorns for two hundred years prior to 1800, and that in the valley of the Tees, cattle—known as “Teeswater cattle”—had been developed with large frames, capacity to attain great weight at the age of five or six years, and ability to produce liberal quantities of milk.

Charles and Robert Colling, whose operations began in 1780, are recognized as the earliest Shorthorn breeders. They practiced mating closely related animals of desirable type. Robert mated the bull Favourite with his own dam, Phoenix, to produce Young Phoenix, and again with Young Phoenix (his daughter and likewise half-sister) to produce the bull Comet, which sold in 1810 for \$5,000. Charles was noted for his “Durham Ox,” which weighed 3,024 pounds at five years of age; and Robert showed the “White Heifer that traveled,” which weighed 2,300 pounds.

The Colling herds were dispersed in 1810, 1818, and 1820. Among the heavy buyers at these sales were Thomas Bates, and John and Thomas Booth, who became leading breeders of Shorthorns in England, and established two quite distinct types of Shorthorns, known as the Bates and Booth types. The breeding operations of Thomas Bates extended from 1800 to 1849, and for twenty-five years after his death, cattle of his breeding and their descendants

dominated the trade in England and the United States. He was an intelligent, forceful man, and most daring in practicing the mating of closely related animals, one of his greatest bulls, Belvedere, being the offspring from mating full brother and sister. His herd was sold at low prices in 1850, during a period of depression. Within a quarter of a century later, descendants of his cattle sold at the highest prices ever received for Shorthorns. It has been said that “his bulls were majestic, his cows of gay carriage, with mellow, flexible skin and soft, mossy hair.”

Booth is a name closely associated with Colling and Bates in developing Shorthorn cattle in England. While there was but one Bates, there was a family of Booths, whose work in Shorthorn cattle-breeding extended from 1790 to 1895. Booth cattle are described as “possessing great wealth of flesh, true form and quality, carrying broad, deep frames of moderate size on short legs.” The two types of English cattle have been tersely described as “Booth for the butcher, Bates for the pail.”

Thomas Booth, the elder, started by buying Colling-bred bulls and mating them with large-framed cows which he bought in his district. After he had his type established, he persistently and skilfully followed a program of close breeding. His son John swept the boards with his Shorthorns at leading shows following 1840. John’s herd was sold during the depression in 1852, and many of his cattle later sold for three times the amount brought in this sale. Richard, a brother of John, dominated the show-rings of England and Scotland from 1846 to 1863. John Booth, Jr., and T. C. Booth, sons of John Booth, carried on the breeding work until the T. C. Booth herd was dispersed in 1895, ending a brilliant family achievement. For a period of nearly half a century Booth-bred sires dominated the Irish herds, and many of the Scotch and English herds. It is safe to say that the family of Booth stands out as a leading force in developing Shorthorns most nearly approaching present-day standards, and in popularizing the breed throughout the British Isles and the United States.

Numerous other English breeders are worthy of mention as helpers in launching Shorthorns. Prominent among the early men was Christopher Mason, of Chilton, who bred some of the foundation stock of leading herds of Scotland and the United States. Earl Spencer put royalty’s stamp of approval upon the breeding of Shorthorns and made it “fashionable” among landed proprietors. Jonas Whittaker was “proud of the dairy capacity” of his cattle, and in America the Renick Roses of Sharon carried much blood from the herd of Whittaker. Sir Charles Knightley, noted for his “Fawsley Fillpails,” produced cattle that nicked well with the Bates tribes. William Torr pinned his faith on cattle of Booth

origin and produced some of the best cattle of his time, holding in 1875 one of the most sensational sales of the time. George Coates should also be mentioned, since he in 1822 published the first "Short-horn Herd-Book" for Great Britain and Ireland, which is still called the "Coates Herd-Book."

#### Scotch Shorthorns

Shorthorns that come from Scotch herds, or descend from such cattle, are referred to as "Scotch Shorthorns," even though the foundations of such herds originated in England. Scotch farmers early appreciated the feeding qualities of grade Shorthorns, and bought bulls freely from men in southern Scotland who had used bulls bred by their neighboring early Shorthorn breeders in the north of England.

Captain Barclay, who began breeding operations in 1834, is credited with being the father of Short-horn breeding in Scotland. The bulls bred in his herd were so successful in improving the grade herds of Scottish farmers that men who became leaders were attracted to the breeding of Shorthorns. Several Barclay-bred bulls were used in developing the great Cruickshank herd. The Barclay herd was completely dispersed in 1847. Among the buyers were Anthony and Amos Cruickshank—the latter conceded by all to be the man who lived to see the Shorthorn fraternity the world over accept his cattle as the most profitable in the feed-lot and successful in the show-ring. Born in 1808, he established himself at Sittyton Farm, about twelve miles from the city of Aberdeen, in 1837, and continued to breed cattle there until the final dispersion of the herd in 1889.

Cruickshank took little interest in the struggle of the sixties and seventies between champions of Booth- and Bates-bred Shorthorns in England, the United States, and Canada, but proceeded to breed Shorthorns of the type that suited him. While he lived until 1895, and reaped some of the reward due him, he did not live to see pedigree fanciers judge the value of descendants of his cattle more on the basis of tribe than merit. In building up the herd, females were selected on the basis of merit and laid in at reasonable prices. Bulls, bought from various breeders, were noted for good constitutions. Mr. Cruickshank became so exacting in the selection of his bulls that from 1877 on he used only bulls of his own breeding.

The bulk of the young bulls and heifers produced from 1877 to 1889 were sold to the United States and Canada. Total sales for forty-seven years ending in 1889 amounted to approximately \$330,000 for 1,912 head.

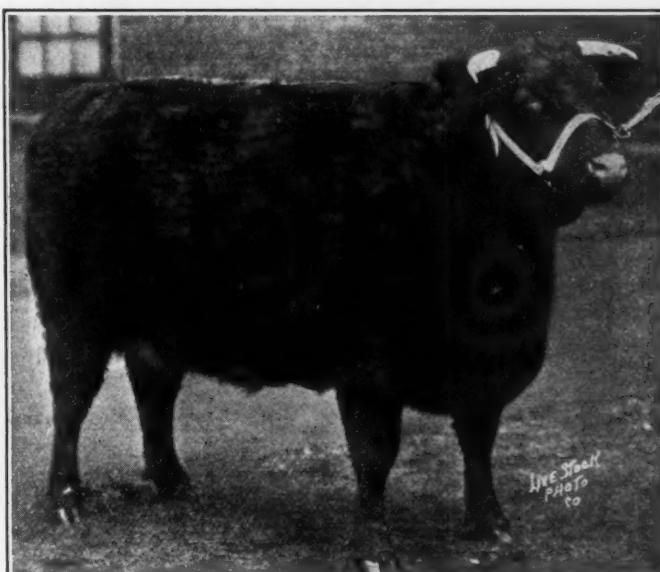
Another Scotch breeder whose cattle became very popular in America was William S. Marr, whose operations started in 1847 with foundation stock from Barclay. Sylvester Campbell's influence was also felt in American herds. One of his noted tribes was that

of Golden Drop, which became particularly famous in the herd of Senator W. A. Harris, of Kansas, America's leading Shorthorn breeder during the eighties.

#### Shorthorns in America—Early English Period

Improved cattle, considered Shorthorns, were imported into Virginia in 1783. Two years later, it is reported, some of these were taken to Clark County, Kentucky. Improved cattle were also taken into New York State in 1791 and 1796; but the first pedigreed Shorthorn bulls, said to have been of Charles Colling's breeding, were taken into the Genesee Valley of New York in 1817. From then until 1830, importations were made into Massachusetts, New York, Pennsylvania, and Maryland.

During the early thirties industrial and commercial expansion was rapid. Farming was profitable, and Shorthorns became very popular among wealthy farmers in New York and Massachusetts, as well as with the farmers in the rich agricultural districts of Ohio and Kentucky. The most distinguished among those who laid the foundation for Shorthorn breeding in the Ohio River Valley were George and Felix Renick, who drove cattle from the Scioto Valley of Ohio to Baltimore and Philadelphia as early as 1817.



VILLAGER'S GOLDIE—GRAND CHAMPION FEMALE,

1929 INTERNATIONAL

Bred in Texas—Owned in Canada

When the Ohio Importing Company was organized in 1833, Felix Renick was sent to England as agent to buy Shorthorns. The importation with which he returned in 1834 included the cows Rose of Sharon, bred by Thomas Bates, and Young Mary, bred by J. Clark. The former became the progenitress of the famous Renick Rose of Sharons, and the latter was taken to Kentucky, where she lived to be twenty-one years old, and produced fourteen heifer and two bull calves. In 1835 and 1836, forty-two more were

imported, including the celebrated Young Phyllis—a name still respected among Milking Shorthorns.

In 1836 the Ohio Importing Company held its first auction, forty-three head selling at an average of \$803.25. A second sale, held in 1837, averaged \$1,071.65. From 1837 to 1839 numerous importations of Shorthorns were made into Kentucky. Henry Clay, Jr., took eleven into Fayette County in 1837. In 1839 other prominent men took some into Clark and Bourbon Counties. The Fayette Importing Company was organized the same year, twenty-one cows and heifers and seven bulls being sold by this company the following year. During this same period, importations were made into Tennessee and New York.

The decade ending in 1837 was one of canal-building, opening-up of new trade routes, and speculation in land. The wealth of the country had doubled from 1819 to 1837. This was followed by severe reaction and depression during the forties; but the discovery of gold in California and Australia in the late forties paved the way for a second period of expansion during the fifties. The Shorthorn business then entered one of its most interesting periods, and many large herds were founded.

Shorthorn history was made rapidly in the region west of the Alleghanies. While farmers "had no money" during the forties, conditions changed rapidly following 1849. The first sale to be held in what was considered western territory was at Springfield, Illinois, in 1857, when the Illinois Importing Company sold twenty-seven head at an average of \$1,165. Defender, the first Shorthorn bull of Amos Cruickshank's breeding to come to this country, sold for \$2,500; Lady Harriet, the first Cruickshank-bred cow to come, sold for \$1,300; and Captain James N. Brown, of New Berlin, Illinois, who brought the first Shorthorns into Illinois in 1833, paid \$3,025 for a cow.

An event of unusual importance during this remarkable period was the founding of the "American Shorthorn Herd-Book" by Lewis F. Allen, of Buffalo. The first volume appeared in 1846, and the second in 1855. The work of recording Shorthorns remained in his hands until the organization of the American Shorthorn Breeders' Association in 1882, which has since registered all Shorthorns in the United States.

During the fifties, R. A. Alexander imported to Kentucky the Duke of Airdrie, of the Bates Duchess tribe, that became the progenitor of many historic cattle. Airdrie, his son, became famous in the hands of Abram Renick, of Kentucky, who has been credited as the greatest constructive American Shorthorn breeder, his most noted tribe being the Rose of Sharon. Besides the two leaders mentioned above,

the Vanmeters became famous for their success with descendants of Young Mary, and William Warfield for the bull Muscatoon and his Loudon Duchesses. Bates types and methods of breeding predominated among the leading breeders of Kentucky—the center of the greatest Shorthorn activity of the time.

N. Leonard took the first Shorthorns west of the Mississippi in 1839 to his Ravenswood Farm in Cooper County, Missouri. The herd is still operated by the Leonard family, and is considered to be the oldest now in existence in the United States. General Meredith, who lived near Cambridge City, Indiana, was one of the earliest breeders of the Hoosier State, acquiring his first Shorthorn bull in 1836. He exhibited Shorthorns at the first cattle show in the United States, held at Springfield, Ohio, in 1857.

Most of the Shorthorns in the hands of the leading Shorthorn breeders at the close of 1850 were of English breeding, and the descendants of Bates cattle were the most popular and in the strongest hands, principally in Kentucky and New York State.

#### Era of English Dominance—1860 to 1880

During the fifties the stage was prepared for a great number of performers to play important roles in the great Shorthorn drama. So far as this country was concerned, action ceased during the Civil War, owing to Kentucky's unenviable position in relation to war activities, and to the difficulties of carrying on trade with England. War or no war, there would have been a cessation in activity, due to the great financial crash in 1857 following the general expansion of the fifties. General speculation followed the Civil War, reaching the end in 1873, when drastic deflation set in. Shorthorn prices were not seriously affected until a few years after 1873—the years 1870 to 1875 marking a period of great activity in Shorthorn history, to be followed by loss of prestige of the Bates cattle.

Following the dispersion of the herds of Thomas Bates and Earl Dacie at the beginning of the fifties, control of the two popular Bates tribes—Duchess and Oxford—passed into American hands; and so rare had Shorthorns of those tribes become in England that in the early seventies American-bred Bates cattle were exported to England from leading American herds at long prices. Demand for cattle carrying Bates breeding increased, and speculation in blood lines became rampant. Practically all the descendants of the Thorne and Morris and Becar cattle, which were about all the available Duchess and Oxford cattle on either side of the ocean, became the property of Samuel Campbell, of New York Mills, near Utica, and were sold by him at New York Mills in September, 1873, in the most sensational Shorthorn sale ever recorded. Eleven of the Duchess

females sold at an average of \$21,709 each, the 8th Duchess of Geneva bringing \$40,600—a record price for a Shorthorn cow at auction in America. The entire 109 animals, including seventeen bulls, averaged \$3,504.

This was followed by two hectic years of boom and speculation in Shorthorns, the major activity centering around cattle of Bates descent. In 1874 over 2,500 Shorthorns were sold by auction, at an average of \$387, the leading sale being that of William S. King, of Minnesota, at Dexter Park, Chicago, where seventy-nine head averaged \$1,628, including the 2d Duke of Hillhurst at \$14,000 to an English buyer, the sale of this bull being a record price for a bull in any country up to that time. The same year, R. A. Alexander, of Kentucky, sold for export to England 24th Duke of Airdrie, at \$12,000; 20th Duchess of Airdrie, at \$18,000; and 16th Duchess of Airdrie, at \$17,000. An even more sensational event occurred on the other side of the Atlantic during 1874, when Lord Dunmore sold thirty-nine head at Stirling, Scotland, at an average of \$3,829; the bull, Duke of Connaught, a son of the Cochrane (Canada) bred Duke of Hillhurst, selling at \$26,904, to establish a record price for a Shorthorn bull.

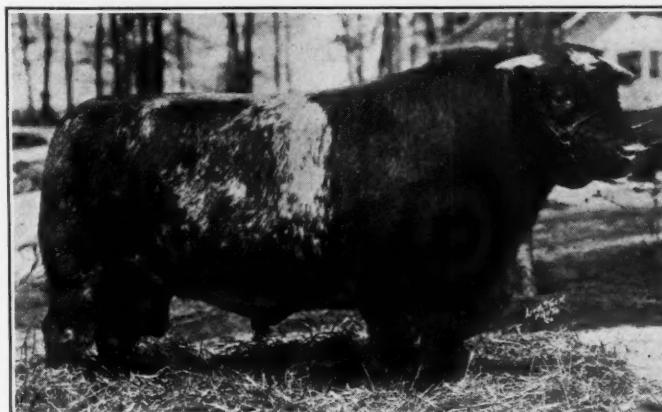
The peak of the boom in Bates Shorthorns was reached in 1875, when 4,347 were sold by auction at an average of \$422. Abram Renick exported seven heifers and cows of the Rose of Sharon tribe to English dealers for \$25,000—a tribute to a successful American breeder of Shorthorns. Prices began to recede the next year. The average price reported for 4,014 head dropped to \$341, but during the year the 14th Duke of Thorndale was sold by George M. Bedford, of Kentucky, to Levi Goff, of the same state, for \$17,900—a record price for a Shorthorn bull in the United States that was to stand for over two score years. Average prices dropped to \$233 in 1877, \$154 in 1878, and \$115 in 1879.

Thus closed one of the most sensational booms in registered Shorthorns. The seventies marked an era of tremendous expansion, with violent speculation in blood lines. Decline of dominance of the trade by cattle of English extraction was noticeable during the closing years of the decade. During the boom, cattle of the more profitable type, and winners in the show-yards, had been forced to take second place, in popular favor, to the more "fashionably bred" Bates Shorthorns. But a reaction was taking place. Thicker-fleshed cattle were increasing in popularity. New forces were appearing in American agriculture following the opening-up of new territory after the Civil War. Corn-feeding was more and more replacing grazing. In 1878 the Fat Stock Show was started in Chicago. Herefords and Angus were attracting butchers and practical feeders, with whom pedigrees meant nothing. It was fortunate for the Shorthorn

breed at this time that Scotchmen had developed Shorthorns which appealed to American farmers of the Corn Belt, who were on the outlook for cattle adapted to the changed condition.

#### Struggle between English and Scotch in America— 1880 to 1900

The score of years from 1880 to 1900 was a period of readjustment in all lines of endeavor. During this prolonged period of depression there was a growing



BROWNDALE COUNT, BY BROWNDALE, BY AVONDALE,  
BY WHITEHALL SULTAN  
Leading sire in recent years

appreciation of basic values, and within the Shorthorn breed there was a struggle between fanciers of cattle of either Scotch or English extraction—the Scotch cattle to emerge leaders. The center of activity in breeding Shorthorns was shifted from the region of the Ohio Valley to the upper Mississippi Valley and westward to include states beyond the Missouri.

While Scotch Shorthorns were imported into Ohio in the early fifties, and two from the herd of Amos Cruickshank were sold in an Illinois sale in 1857, it fell to the lot of Canadian breeders to appear in the fore rank among those who early patronized Scotch breeders, and when the time arrived in America for Shorthorns successfully to meet their new competitors on the market, Canadians had the cattle to meet the call from Shorthorn breeders in the United States.

Edward Iles, of Springfield, Illinois, made the first importation of Scotch cattle into the middle-western states, and John H. Potts & Son, of Jacksonville, Illinois, were foremost among those who contended the advance of the rival breeds in the show-yards. For a period of over twenty years the Potts cattle were noted in the American show-yards, and are credited with stemming the tide of the Whitefaces, which threatened in the late seventies and eighties to capture the feeding-cattle trade of the Middle West.

W. A. Harris, of Linwood, Kansas, earned the

right to be considered the leader of his time in Shorthorn breeding operations in the United States. At its best, his herd was the outstanding one in the United States, but his operations were not extremely lucrative, being carried on during one of the most depressing periods in American agriculture, from 1882 to 1895.

During this period, from 1882 to 1893, J. J. Hill, of St. Paul, Minnesota, made several importations. These importations included many bulls that helped to popularize Shorthorns in the Northwest. Luther Adams—a Boston business man who maintained Lakeside Farm at Storm Lake, Iowa—was a leading importer of Scotch cattle selected by William Miller. His first importation in 1886 included Cupbearer, champion bull of America in 1888 and 1889.

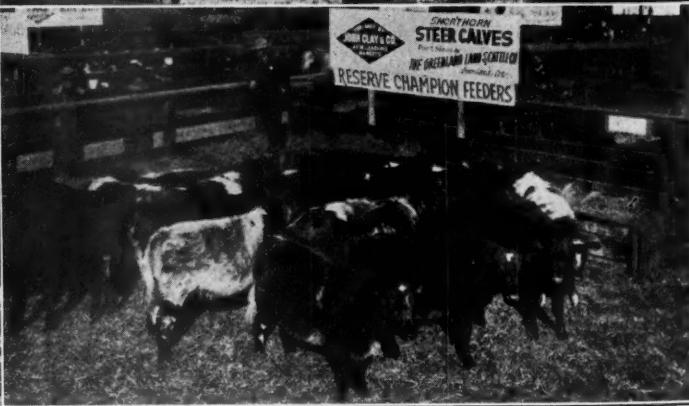
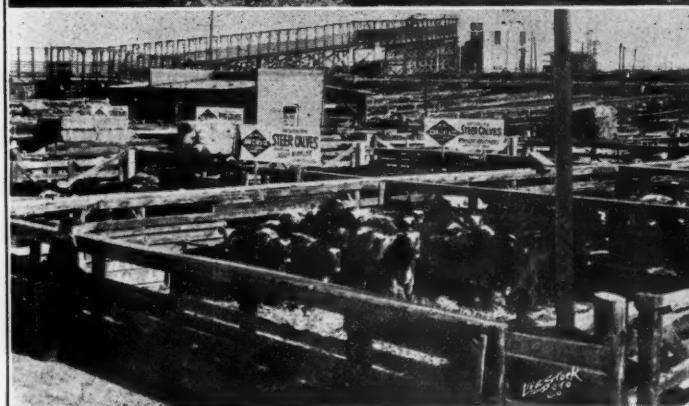
One of the most spectacular figures of the nineties was Colonel T. S. Moberley, of Richmond, Kentucky, who had been a breeder of Bates cattle and a showman of considerable repute. He soon recognized the value of Scotch Shorthorns in the show-ring and, in looking about for a bull, chanced upon Young Abbotburn, bred by Messrs. Watt in Canada. This bull was brought to the States in 1890, and met and dethroned the erstwhile champion, Cupbearer, at the Illinois State Fair at Peoria. Young Abbotburn was something of a sensation—low, thick, massive, weighing 2,800 pounds. From 1890 to 1893 he was champion wherever shown, including the World's Fair at Chicago in 1893.

At the World's Fair, in 1893, the Robbins herd,

headed by Gay Monarch, was champion over all breeds; J. & W. Russell, of Canada, had the champion young herd; Young Abbotburn was the best bull of any breed; and H. F. Brown, of Minneapolis, showed the best ten head of any breed. The years from 1893 to 1896 were extremely dull, but, following 1896, trade began to quicken. In the summer of 1898, I. M. Forbes, of Henry, Illinois, imported a dozen females and two bulls, including Star of the North, bred by the Queen of England. Miller, Cargill, and Flatt, of Canada, and Gerlaugh, Harding, Wood, and Robbins, in the United States, were making numerous importations during the closing years of the nineteenth century. Prices were rising rapidly on both sides of the Atlantic, breeders of Scotch Shorthorns were in first position, and the center of Shorthorn trade in the United States was well established in the Corn Belt.

#### 1900 to 1930—Two Floods and Two Ebbs

The year 1900 not only opened up a new century, but was the dawning of a new era in the breeding of Shorthorns. The activity in all lines of business following the lean years of the early nineties was welcomed, and many new herds which were destined to influence Shorthorn cattle progress were started in the early years of the century. Famous for its influence, though its life was short, was the Whitehall herd of E. S. Kelly, of Yellow Springs, Ohio. His most important move was to engage Robert Miller, of Canada, to visit Britain and select a bull and



twenty-five cows, which included the cows Bapton Pearl and Avalanche 2d. The former became the dam of Whitehall Sultan, who was later mated with Avalanche 2d to produce his most illustrious son, Avondale. It is safe to say that no two Shorthorn bulls had more profound influence upon present-day Shorthorns.

Whitehall Sultan spent most of his life in the Anoka Herd, Waukesha, Wisconsin—a herd that has figured prominently in Shorthorn affairs since it was founded in 1869 by George Harding to the present time. George Harding & Son, Frank W., engaged actively in the business during the nineties, and at the beginning of the present century were prominent figures in the trade. In 1903 the firm was dissolved, and since that date Frank W. has had ownership and charge. Mr. Harding was the inaugurator in America of calf sales similar to those of Marr and Duthie in Scotland.

The Maxwalton herd, of Mansfield, Ohio, which dominated Shorthorn trade in both sale- and show-rings for a score of years in one of the most active periods of Shorthorn history, was founded in 1902 by Reid Carpenter. Maxwalton, under the management of Carpenter & Ross, laid in a wonderful breeding herd of cows, in which Avondale and his sons were freely used. Revolution has been considered the best breeding son of this great bull, and Maxwalton Monarch, a son of Revolution, won more grand-championship prizes in the United States than any other Shorthorn bull. Maxwalton's owners were heavy importers.

Another bull that figured largely in making Shorthorn history in the present century was Choice Goods, bred by James Durno, of Scotland, imported by W. D. Flatt, of Canada, and sold to J. G. Robbins & Sons, of Indiana. Colonel G. M. Casey, of Missouri, one of the most colorful figures connected with the Shorthorn business at the beginning of the century, who had been buying some high-priced cattle in 1900 and 1901, bought the bull from Robbins in 1902, along with five females, for \$25,000, Choice Goods being figured at \$10,000 in the deal.

Shorthorns are now well distributed over the United States, with a tendency for expansion more rapid west than east of the Mississippi River. Milking Shorthorns are growing in favor among farmers as interest in dairying increases. Polled Shorthorns are also increasing in numbers, most of them being located in Iowa, Indiana, Illinois, Nebraska, and South Dakota.

#### SHORTHORN STEER SETS NEW HIGH RECORD

UNDER DATE OF DECEMBER 31, 1930, THE FOLLOWING account of the remarkable achievements of a purebred Shorthorn steer is printed in the *Toronto Globe*:

"A new high mark in beef production was reached with the dressing of Tam o' Glenburn, 1930 grand champion of the Royal Winter Fair, shown by Colonel F. H. Deacon, of Unionville, Ontario, and purchased by the Robert Simpson Company, Ltd., at \$1 a pound, live weight. The animal produced 71.25 pounds of beef per hundred, live weight. This steer, under two years old, weighed 1,350 pounds alive at the Toronto Municipal Abattoir. The dressed beef (cold weight after twenty hours) was 962 pounds. The steer was champion Shorthorn and reserve grand champion of all classes at the Chicago International Live Stock Exposition. This remarkable beef-producing achievement was greatly aided by care in handling and judicious feeding."

Tam o' Glenburn was a purebred Shorthorn steer, a son of Edellyn Favorite, bred by Thomas E. Wilson, Wilson, Illinois. Edellyn Favorite was grand champion Shorthorn bull at the 1929 International, a son of the renowned Browndale Count, sire of Glenburn Field Marshal, junior and grand champion Shorthorn bull at the Royal Winter Fair and junior champion Shorthorn bull at the Chicago International in 1930, and was himself senior and reserve champion Shorthorn bull at the 1930 Royal Winter Fair.

Breeding, as well as feeding and care, was an important factor in the making of this remarkable Shorthorn steer.

#### WOOL PRODUCTION

WOOL PRODUCTION IN THE UNITED STATES IN 1930 totaled 336,007,000 pounds. This compares with a crop of 310,561,000 pounds in 1929. Average weight per fleece last year was 7.9 pounds, against 7.6 pounds in 1929. The number of sheep shorn was 42,784,000 in 1930 and 40,670,000 in 1929.

Of mohair, 16,006,000 pounds were produced in 1930. The year before the clip was 15,705,000 pounds.

The accompanying table shows wool production in thirteen western states for 1930 and 1929:

	1930	1929
Arizona	5,940,000	6,120,000
California	27,001,000	25,636,000
Colorado	10,800,000	9,979,000
Idaho	18,768,000	17,829,000
Montana	33,440,000	28,733,000
Nevada	7,745,000	7,423,000
New Mexico	16,167,000	14,600,000
Oregon	21,375,000	18,849,000
South Dakota	7,428,000	6,352,000
Texas	41,600,000	41,300,000
Utah	21,600,000	19,001,000
Washington	5,510,000	5,040,000
Wyoming	30,360,000	26,000,000
Total thirteen states	247,734,000	226,872,000
All other states	88,273,000	83,689,000
Total United States	336,007,000	310,561,000

The amount of pulled wool in 1930 was 61,900,000 pounds—an increase of 7,400,000 pounds over 1929.

#### EMBARGO ON WOOL

AN EMBARGO ON ALL FOREIGN WOOLS WAS URGED by Frank J. Hagenbarth, president of the National Wool Growers' Association, addressing the convention of Arizona sheepmen in Phoenix last month. Through this means, he said, the advantage now accruing to foreign growers by reason of low rates of exchange would be counteracted. He suggested that the Arizona Legislature be asked to draft a memorial to Congress embodying a request to this effect.

## PRESIDENT'S ADDRESS AT SEATTLE CONVENTION

[Following is the conclusion of the address of Acting President Boice, the first half of which was printed in the February PRODUCER.]

### Beef-Grading and Stamping

The past year has witnessed an expansion in the volume of beef graded and stamped, both by the government and by the packers under their own brands, and the government service has recently been extended to several new cities. In addition, the Institute of American Meat Packers has been making a study of the entire meat-grading question, and is putting the result of this study into the shape of recommendations to its members, with instructions as to how to put them into effect. While, unfortunately, in the case of beef, the standards recommended do not correspond with those already established by the Bureau of Agricultural Economics, nevertheless they show the keen interest taken by the packers in the matter and recognize the need of such a system. Time and necessity will, we believe, lead to a single standard of both grading and stamping, which will be of immense benefit to the industry. The increased slaughterings of dairy animals make it all the more imperative that graded beef should be available at all important consuming centers.

Our association not only has lent its enthusiastic support to the grading and stamping program, but has consistently advocated a single standard as the only one that provides full protection for the consumer. There seems no valid reason for the meat industry lagging behind almost every other group of agricultural producers in the matter of standards.

### Meat-Research Work

The studies that are being made by the Division of Animal Husbandry, the Bureau of Agricultural Economics, the National Live Stock and Meat Board, the Institute of American Meat Packers, and many of the state agricultural colleges to determine the factors that influence palatability and tenderness in meats, the relative value of steer and heifer beef, the true value of grass-fed beef compared with corn-fed, the effect of certain feed supplements used, and many other similar projects, are of tremendous interest and great value to range cattle-growers. We commend the agencies that are thus working in our behalf, and urge them to continue along the same lines.

### Commission, Yardage, and Feed Rates

During the past year our secretary and various members of the association have attended hearings held at Denver and Kansas City, under the auspices of the Packers and Stock-Yards Administration, urging the establishment of reasonable yardage and feed charges; also a hearing at Kansas City to determine reasonable commission rates. In view of the depressed condition of the industry, the lower operating costs due to easier common-labor conditions and decreased commodity values, and the much lower prices prevailing on all kinds of feed, we urge the Packers and Stock-Yards Administration to expedite as much as possible, not only the hearings at other markets, but also the decisions on those already held. At all the hearings attended by our witnesses, they have insisted that good service is a prime requirement, but have urged that, after this is paid for and adequate return made on the necessary capital invested, it still should be possible to reduce rates considerably. It must be remembered that yardage rates remain at the war peak, while commission rates were lowered slightly at most points after the war.

It is also imperative that feed charges at all stock-yards—

so-called public stock-yards, railroad-operated and railroad-leased yards, etc.—be lowered in line with current feed values. When this was urged at our Executive Committee meeting last August, operators replied that the drought would prevent any decreases. Now that feed values have declined materially in spite of the drought, shippers should be given the benefit of the decline. We must recognize that, under present conditions, operating costs must be reduced, and it will require the full co-operation of all agencies with which we come in contact to bring this about.

### Tariff

It is gratifying to note that there was a material reduction in imports of live cattle, as well as dressed and canned beef, immediately upon the passage of the new Tariff Act. This association led the fight for adequate rates on these items, and the following figures show the measure of our success: For the ten months ending with October, 1930, the imports of dutiable cattle were 210,311 head, against 427,824 for the same period a year earlier. Of these 210,311 head, 188,880 came in prior to June 18—the date the new rates became effective—and 21,431 after that date. Imports of fresh beef for the ten months in 1930 were 6,803,162 pounds, against 35,361,440 pounds a year earlier. Only 1,414,435 pounds came in from June 18 to November 1. Imports of canned beef for the ten months in 1930 were 49,422,677 pounds, against 80,820,783 pounds a year earlier. More than 40,000,000 pounds of this year's imports came in prior to June 18, and only slightly over 9,000,000 pounds since.

Of even greater importance is the provision in the law which prohibits the importation of either live animals or dressed meats from any country where foot-and-mouth disease is known to exist.

Bad as the situation was last fall, it would have been much worse with the competition of normal imports on the basis of the old law. The failure to secure a similarly adequate protection on hides was due to the fact that several western senators were less concerned with protecting one of the West's most important industries than with catering to the vote of shoe-consumers. One more vote in the Senate would have given us at least a fair measure of protection, instead of the paltry 10 per cent allowed. That these senators failed of their purpose is evidenced by the fact that the shoe industry was allowed a 20 per cent duty. We confidently believe that, with this lesson in mind, right will prevail next time and a fair duty be placed on hides. In the meantime, an effort will be made to raise the duty to the maximum amount possible under the flexible provision of the Tariff Act. Our association has already registered for appearance when the matter is taken up—probably within the next few weeks.

The hide market has never recovered from the effect of the heavy imports made before the passage of the new law, and this and the low price of by-products have put a heavy load on beef.

### Public Domain and National Forests

The West has been awaiting with growing interest the recommendations of the President's special committee which has been considering the disposition of the public domain. Regardless of what that recommendation is, it is quite clear that no action can be taken which will meet with universal approval. Conditions in the different states vary too much to make this possible. The fact that state lines in many cases are not natural boundaries adds to the difficulty, and to some extent makes impracticable application of any plan by individual states. Possibly a grouping of states whose interests are similar can be worked out. It has been rather clearly

indicated that there is little sentiment in favor of taking the land unless the mineral rights go with it.

#### Grazing Fees

There is a growing demand, due to the widespread depression, for some adjustment of grazing fees. Under present conditions, production costs must be held down, and the final increase in grazing fees contemplated for 1931 under the Casement award is, therefore, viewed with disfavor. In this emergency, a postponement of the effective date of this final increase until conditions are somewhat improved would be of help to the stockmen.

#### Mexican Immigration

The present situation, with millions unemployed, makes immigration a delicate subject. It must be remembered, however, that the question of an adequate seasonal labor supply for the farms and ranches of the West and Southwest will again become a serious problem when industry has absorbed the idle laborers at home, and we trust that any changes in the law applying to Mexican immigration will give consideration to the seasonal needs of the territory mentioned.

#### Oleomargarine

For many years the dairy interests, well organized both in the producing and manufacturing divisions, have been active in securing legislation for the protection of their industry; but unfortunately they have made no distinction between margarine made wholly or in part from beef oils and that made entirely from vegetable oils. As a matter of fact, tremendous quantities of milk and butter are used in the packing-houses, together with oleo oil, in the manufacture of oleomargarine.

Some years ago the dairy people succeeded in having a tax of 10 cents a pound placed on any type of oleomargarine when colored, and they have been behind increasingly stringent laws in the various state legislatures—some with the idea of levying state taxes in addition to the federal tax, and others restricting the use of oleomargarine in state institutions. Today, in Congress, they are urging legislation which will make more effective the application of the 10 cent tax to margarines made from beef oils.

We have no quarrel with the dairy people, and realize that their industry has been seriously hurt both by overproduction and by the importation of large quantities of vegetable oils. Our industry, too, has been hurt by these importations, greatly reducing the value of the by-products from beef. We urge the dairy industry to co-operate to remove the discriminations against beef oils, thus making it possible to present a unified front against a common enemy.

#### Traffic Department

The necessity of taking combined action to secure reasonable railroad rates and adequate service was the principal feature that led to the organization of this association thirty-three years ago. Today, although the service rendered by railroad companies is much better than it was some years ago, and our relations with the carriers are on a much improved basis, it is just as necessary as ever that the association should maintain a first-class traffic department. Every railroad company has a corps of experts who spend their time devising ways to increase revenues, and it takes constant alertness to protect our interests. Charles E. Blaine, our traffic counsel, is carrying on the tradition of the association in this respect.

#### The Future

In spite of the difficulties of the past year, and the uncertainties of the present situation, we face the future with some

confidence. We produce a product that has a natural market excelled by that of few other commodities. Even with a greatly curtailed demand, it does not appear today that there is any surplus of beef. Beef stands almost alone among food commodities in that respect. While the problem of distribution is not an easy one, it is confined to the task of getting good beef to the public at a reasonable price. Almost everyone likes a good beefsteak or prime rib-roast, and a good demand is assured if no unnecessary price barriers are erected between producer and consumer. No time nor money need be spent in telling the consuming public what our product is, and urging them to try it. Instead, simply inform them that you have it, and that the quality and price are right. Pork has always been considered the "poor man's meat;" yet we view with pride the well-sustained demand that met our product during the trying conditions last year. In the three-month period, July to September, inclusive, the per-capita consumption of federally inspected beef and veal was 10.2 pounds, against 10.5 pounds in 1929. Pork consumption (including lard) for the same period in 1930 was 13.5 pounds, against 15.1 pounds in 1929. It must be remembered that this was a period of extremely hot weather all over the country. Per-capita consumption figures for the entire year 1930 are not available as yet, but they are not expected to be much under those for 1929.

In recent months average cost of steers has been maintained at Chicago on a basis \$2 to \$3 per hundredweight above lambs and hogs, whereas in former times of depression the three varieties have sold at a parity.

It, therefore, seems reasonable to suppose that the cattle industry will be one of the first to recover when there is any substantial improvement in general conditions.

Whatever the future holds in store, we shall be in a more advantageous position to make the best of it if we are well organized. Tariff bills do not just happen, nor railroad rates just grow, although sometimes it looks that way. They, and many other things of vital interest to stockmen, are the result of efficient organizations working with a fixed purpose in mind. We can meet such united effort, and properly defend our own interests, only if we are similarly well organized.

#### FINDINGS OF PUBLIC-LANDS COMMITTEE

**I**N A LETTER ADDRESSED TO HENRY G. BOICE, the newly elected president of the American National Live Stock Association, Perry W. Jenkins, of Big Piney, Wyoming, summarizes the findings of the Federal Committee on Conservation and Administration of the Public Lands, on which he represents his home state, in its unanimous report, now in the hands of President Hoover. Mr. Jenkins is a member of the Executive Committee of the American National, and also a member of the Committee on Forests and Public Lands of that organization. With Mr. Jenkins' permission, we quote the following extracts from the letter:

"The committee recommended that the unappropriated and unreserved public domain should pass to the states in fee-simple, and that title to the mineral reserves should be vested in the state in fee-simple, reserving only to the federal government those specific minerals known to exist at the time of the grant. The royalties and revenues from such specific minerals are to be distributed as at present provided; that is, 37½ per cent to the state, 52½ per cent to reclamation, and 10 per cent to the national government for administration.

"By such a provision, there will pass to the western states 179,000,000 acres of unreserved lands and 50,000,000 acres of specified mineral lands, making in all 229,000,000 acres. This amount would probably be increased by several million acres thrown out of various reservations. When we consider the

income which some states have received from their state lands, we can arrive at an adequate idea of the resources which will accrue to the states by such a grant.

"Since range rehabilitation was one of the primary propositions we had to consider, it was thought proper that much of sub-surface value should pass with the public domain, in order to provide funds for that work. However, it is quite probable that a large part of the revenues which will accrue to the state will be used for educational purposes. There is no doubt but that, by wise use of these lands, the states will be enabled to lift a heavy burden of taxes.

"Objection was made by some of the states to a transfer of the lands, fearing that the present highway program may be upset. To allay such fear, it is recommended that the present distribution of co-operative funds be continued for a term of ten years. The question of eliminations from and accretions to the forest reserve was considered at length, and it is recommended that a board, consisting of two members appointed from the state, and one each by the Secretary of the Interior and the Secretary of Agriculture, shall have for its work the consideration and transfer of such areas, based primarily upon their fitness for grazing or forestry purposes.

"The machinery of transfer shall be that used by the Interior Department in passing lands in other state grants, which is by a well-defined process of clear-listing. In order to facilitate the transfer of land values in railroad grants and the various reserves, it is recommended that the specific mineral character of the land be established at the time of the grant.

"In taking over the lands, it will be necessary that accepting acts be passed by the legislature of each of the states concerned. Since some of the legislatures may not act favorably upon the proposition, it is recommended that in those states a national range shall be established, and a federal office be created or drafted to take charge of the administration. This was deemed necessary in order to carry out the work for which the committee was appointed—viz., an economic control of the range to secure its conservation, maximum capacity, and economic government. The accepting states will be expected to provide for such economic control by legislative acts.

"All through the discussion the majority of the committee had in mind the reduction of departmental control in Washington by shifting to the states the greater responsibility. In order to bring about a more uniform administration of the natural resources of the states, the committee advises that those sovereign bodies adhere to the principle in all matters clearly involving the interest of two or more states, but not that of the other states of the Union; that all questions arising therefrom should be settled by agreement and compact, so far as possible, and not by federal intervention, save an appeal to the courts where necessary. In such manner, water and grazing problems, which are common to neighboring states, may easily be settled equitably.

"It was likewise recommended that, when such compacts or agreements, or such uniform federal and state laws, shall be passed as will insure the conservative control of the output from the natural resources, all natural resources should pass to the state."

#### ARIZONA CATTLEMEN'S CONVENTION

REPORTED BY WILL C. BARNES

I HAVE ALWAYS FELT THAT THE ARIZONA CATTLE Growers' Association was a fairly vigorous, up-and-coming organization. Its last convention, held at Safford—a lively little town on the Gila River, in the eastern section of the state—was one of the best meetings of cattlemen (and cattle women) that this person has ever attended; and his record of attendance at such affairs runs back to about 1885. In that year, be it remembered, the whole southwestern range country was drought-stricken. Our cows were dying like flies in a drug-store window. Grass there was none; water was at a premium.

The stockmen around Willcox, where the meeting was held, got together to figure out what they were going to do about it. Someone solemnly suggested that the meeting be

opened with prayer. He said the Hopi Indians prayed for rain—why shouldn't the cowmen? The chairman asked "Big Dan Ming" to make the prayer. Dan Ming was one of southern Arizona's old-time stockmen, over six feet high, and built like a regular he-man. He was not at all embarrassed by the request. "Stand up, all you fellers!" was his terse command. Then, without a moment's hesitation, and solemnly and reverently, he delivered himself of the following:

"O Lord, I'm about to round you up for a good, plain talk. Now, Lord, I ain't like these fellows who come bothering you every day. This is the first time I ever tackled you for anything. If you will only grant this, I promise never to bother you again. We want rain, good Lord, and we want it bad, and we ask you to send us some. But if you can't, or don't want to send us any, for Christ's sake don't make it rain up around Hooker's or Leitch's ranges, but treat us all alike! Amen."

Dan Ming died in San Francisco in November, 1926, eighty-four years old. I have an idea that that Willcox meeting in 1885 was one of the first range cattlemen's meetings, if not the very first, ever held in Arizona.

This Safford meeting was the twenty-fifth annual meeting—their silver anniversary—the present association having been born at Tucson in 1906. There was an attendance of over three hundred bona-fide members. They came from every part of the state, with a fine representation of women members among them. The court-room, where the meetings were held, was packed to the doors at each session.

President C. W. Peterson made a brief statement of the association's condition. He said they had over a thousand dollars in cash on hand in the treasury, with no outstanding indebtedness, and gained ninety-eight new members during the past year—which, I submit, was a mighty good showing. He gave the convention some very timely advice for the future, one pithy sentence being to the effect that, "if cowmen would buy more horseshoes and less gasoline, they could meet present production costs much more easily." Mr. Peterson also rounded up the very capable secretary of the organization in a happy manner for "changing brands" on them during the year, the lady having ceased to be Mrs. Jack Crabb, and become Mrs. Henry Keith, by marrying one of southern Arizona's outstanding cattlemen.

F. M. Simpson, of Swift & Co., told the stockmen how they could help eliminate some of the present heavy losses. Among other things, he said that 50 per cent of the hides taken off today were classed as grubby hides, which were costing the raisers and feeders a direct loss of over \$50,000,000 a year. He urged the importance of more extensive research work by government and state officials to determine what can be done to reduce this loss. He said, further, that rib brands on hides and scars from horns were costing the stockmen millions more, some of which could be eliminated through smaller brands and dehorning of all calves.

Major Edward N. Wentworth, who so efficiently represents the Armour company, gave us a lot of good information about the declining use of meats, and what, in his judgment, should be done to overcome it.

Floyd E. Forbes, general manager of the Western Cattle Marketing Association of California, told of the valuable work his organization was doing for the stockmen of the coast. He made a very favorable impression on his audience through his forceful, straightforward talk, as did the well-known Charlie Blaine, traffic manager for the American National Live Stock Association. Mr. Blaine showed the members where they were suffering losses through not sending their freight bills to his

office in Phoenix for checking as to charges. He told of hundreds of dollars secured by him for members in refunds by the railroads through overcharges on shipments, and begged everyone to send him his paid freight bills and let his office check them over. "It will not cost you a cent, and may get you some easy money," he explained.

Donald Gilchrist, of the Biological Survey, furnished some very convincing information as to the value to range stockmen of the government's fight, not to exterminate wholly, but to control, predatory animals that destroy stock, and rodents—such as prairie-dogs, kangaroo rats, etc.—which eat and destroy large quantities of range forage.

Dr. E. D. Ball, dean of the Arizona Agricultural College, explained the plans of the college for furnishing a course at the university which will turn out each year a class of trained young fellows, equipped with both a theoretical and a practical knowledge of handling range stock comparable to that of the grazing men now in the Forest Service. Dr. Ball, himself a practical range stockman, has had many years' experience in training young men for this kind of work.

D. A. Shoemaker, grazing expert of the Forest Service at Albuquerque, exhibited a collection of the more important southwestern range plants, explaining the forage value of each. He also showed a film of range views taken on the Datil National Forest in New Mexico; but, unfortunately, the room could not be sufficiently darkened, and they were a total loss.

Charles U. Pickerell, extension animal husbandman of the Arizona University, talked on "Better Bulls and Better Cattle," and urged the Arizona cattlemen to keep their herds up to their present high standard, through the use of the very best bulls obtainable.

One of the most interesting talks was that of Mrs. John C. Greenway, widow of the late General Jack Greenway, whose statue was placed in the rotunda of the Capitol at Washington a few months ago as the representative citizen of Arizona in war as well as peace. Mrs. Greenway, with her attractive personality, and the slightest trace of an Irish ancestor on her tongue, unquestionably was the hit of the meeting. She called her talk "Cattle Mixed up with a Woman's Business," and said that her cattle ranch up at Williams, in northern Arizona, was a "most absorbing affair" to her, and she always hated to be away from it for any length of time. She explained her fetching red hat by the statement that the cowboys insisted on her wearing it on the range, "so they can locate me in the dust." She told us how her father took her to South Dakota as a very small child, where Theodore Roosevelt and he rode the range together, and related some interesting stories of Roosevelt's early cowboy days.

Henry G. Boice, the newly elected president of the American National Live Stock Association, talked interestingly of the recent meeting of the national organization, and how he hoped to make it useful to the cattlemen of the West. Present at the meeting, as active range men, were his two younger brothers, Frank and Charlie, who, with their lively and attractive young wives, attended every session. If "those who have gone before" can look down and see how those left behind are carrying on, as most of us believe they can, it must be a great happiness to the father of these three fine boys to see how they are following in his footsteps as cattlemen and citizens. For many years Henry Boice, Sr., was an outstanding figure in the western range cattle world. His guiding hand and sound advice in the early days of the American National Live Stock Association were strong factors in its foundation and growth.

The writer took thirty minutes of the valuable time of the meeting to tell his scheduled story of "Punching Cows in Arizona Fifty Years Ago."

One of the closing events was the presentation of a handsome wedding present from the association to Mrs. Keith—the hard-working, capable secretary, to whose well-laid plans and tireless energy was due much of the success of the session. All the officers received a vote of confidence by being unanimously re-elected.

Tucson was selected as the place for next year's meeting.

The town of Safford, named after one of Arizona's early governors, with its brand-new, up-to-date hotel, its pleasant, shady streets, its fine court-house and enterprising, hospitable citizens, gave us all a most royal welcome—one that will long be remembered. So will President Peterson's entrance on the floor of the Armory to head the grand march of the big ball, leading a huge Hereford bull, who gazed on his surroundings in open-eyed wonder. It was a hit, believe me!

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Below is a summary of the most important of the resolutions adopted:

Urging continuation of co-operative appropriations by state for control of predatory animals and injurious rodents, and asking Arizona's representatives in Congress to work for early passage of ten-year federal program;

Protesting against legislation further restricting sale of oleomargarine manufactured from beef fats;

Objecting to bill introduced in Legislature for establishment of public highways along section lines;

Requesting that fund of \$300,000 be made available for improvements on national forests of Arizona, as unemployment-relief measure;

Advocating drafting of bill prohibiting further registration of brands by aliens;

Appreciating activities of Federal Farm Board;

Favoring longer-term permits on national forests.

#### DAN ADAMSON ON THE AIR

**A**T THE LUNCHEON TENDERED BY THE SEATTLE Chamber of Commerce to delegates to the convention of the American National Live Stock Association on January 29, 1931, Dan Adamson, of Cody, Nebraska, member of the Executive Committee, broadcast the following talk over the radio:

"The early-day cowboy is invariably pictured as a blood-thirsty, gun-toting son-of-a-gun, ready to shoot at the least provocation. Well, there were some of that kind, all right, and they were just as bad, if not a little worse, than they were ever pictured; but they were in the small minority. The big majority of the cowboys were a hard-working, peaceable, and thirsty bunch. These were the boys who stayed with a herd night and day, through storms and stampedes, rode all kinds of bad horses, and could rope and tie down anything that wore hair. And, I tell you, there was plenty of excitement and danger in those good old days!"

"When I started out working for a cow outfit, back in 1884, of course, kid-like, I thought I should pack a gun; but after carrying a big, old, long-barreled six-shooter for a while, and making kidney sores on myself, I decided to get along without one. It was only on a few occasions that I wished I had a gun. Once, when a mean horse was dragging me over the prairie with one foot caught in a stirrup, I should have liked to be able to take a shot at him; but he finally kicked me loose. Talk about black eyes! The bruises that horse put on me sure covered some territory!"

"Another time, while looking down an old, long-barreled rifle, maybe it was a lucky thing I did not have a gun, as I might have been fool enough to have tried to use it; but I very courteously told the fellow behind the gun that his argument was convincing. I am very sorry to say that poor fellow lost his life over this incident a few days later, but I assure you I had no hand in it. This happened in Wyoming in 1889."

"While I was born and raised in Ireland, my father was a Scotchman; so I began early in life to plan for a competency in old age. With the very first money I earned on the range I invested in a few cows, in 1885; and I have owned cattle continuously since. While I have not made a howling success of it, if my sales resistance holds out, and I can keep from buying avocado land down around San Diego, where I am wintering, I may have enough money left to pay all my funeral expenses, anyway.

"A colored woman in Alabama requested a week's vacation. When asked what she was going to do, Mandy said she was going to get married, and then go on a honeymoon trip with Rastus. In a few days, however, Mandy was back, ready to go to work again. When her mistress inquired why she came back so soon, she answered that Rastus wanted to go to Birmingham, but she had been there several times and did not care to go again; so she had sent her sister Louise along with Rastus in her place. I thank you."

#### SHIPMENT OF FEEDER CATTLE FROM NON-ACCREDITED AREAS

**S**UPPORT OF A MEASURE BEFORE THE COLORADO General Assembly to test all beef and dairy cattle in the state for tuberculosis was given at the meeting of the Big Sandy Stock Growers' Association held in Kit Carson last month. Charles E. Collins, president of the association, in urging favorable action, pointed out the difficulties under which Colorado stockmen would labor if states having been declared free of tuberculosis should insist that feeder cattle coming in from non-accredited territory must first be tested.

Michigan, which recently was declared an accredited tuberculosis-free area in its entirety, is taking the lead among the states desirous of guarding their interests against what they consider the danger of reinfection. A bill is before the legislature of that state prohibiting the importation of cattle, except for immediate slaughter, unless they have been certified by a veterinarian as free from the disease. Similar action is in contemplation by other states where a considerable territory has been accredited.

At the convention of the American National Live Stock Association in Seattle in January a resolution was adopted protesting against the suggestion that a regulation requiring feeder cattle to be tested before moving them into accredited areas be put into effect by the Bureau of Animal Industry, declaring that "there is no evidence to show that there is any danger in moving feeder animals from range herds into such areas for the finishing process," and that the enforcement of such a rule would result in great economic loss to both seller and buyer.

#### DROUGHT CHECKS CORN-BORER

**L**AST SUMMER'S DROUGHT PROVED UNFAVORABLE to the spread of the European corn-borer, according to the Department of Agriculture. Decreases in the number of borers found in representative sample plots throughout the infested states averaged 25 per cent from the previous year. New York and Indiana alone showed increases.

Although the general spread of the borer thus was much less than usual, it is pointed out that a larger number of isolated areas of infestation were discovered in 1930 than ever before. Some of these danger-points were located in the bottom lands or on islands of the Ohio River.

During the past year no less than 15,000,000 automobiles were stopped by inspectors along the highways of the corn-borer territory, and 350,000 ears of corn removed. A similarly careful inspection service is maintained over railroad dining-cars and steamship lines. With such quarantine regulations

effectively enforced, it is believed that the spread of the borer can be kept down to thirty miles a year.

#### CONSENT DECREE DECISION TO BE APPEALED

**S**WIFT & COMPANY ANNOUNCE THAT THEY ARE getting ready to add a complete line of canned fruits and vegetables under their brand name, to be distributed to retailers through their existing facilities.

This development has been made possible by the decision rendered on January 5 by Justice Bailey, of the Supreme Court of the District of Columbia, in the Packers' Consent Decree case, modifying the decree to the extent of allowing the national packers to distribute at wholesale foodstuffs unrelated to meat.

The last word, however, has not yet been spoken in that famous case. It has been decided by the American Wholesale Grocers' Association—and, we understand, also by the Attorney General—to appeal the decision to the United States Supreme Court. Presumably all action by the packers under the modification will be suspended until the matter has been finally disposed of.

#### NATIONAL LIVE STOCK MARKETING ASSOCIATION

**L**AST MONTH THE FARMERS' UNION LIVE STOCK Commission Company of South St. Paul, Minnesota, was admitted to membership in the National Live Stock Marketing Association. This gives the national organization representation on all the principal markets of the country, except Omaha, and rounds out the program of co-operative service available to producers throughout the United States.

Stockmen from thirty-five Illinois counties met in Chicago in February and took steps for the organization of an Illinois marketing association. The new co-operative is planned as a state organization, with branches in twenty-five or thirty districts where live stock will be concentrated, graded, and prepared for shipment to Producers' commission agencies or to packers.

#### Mexico Objecting to High Cattle Duty

Cattlemen's associations in northern Mexico have decided to send a delegation to Washington to try to get the duty on feeder cattle exported into the United States reduced to the former level of one and one-half cents a pound.

#### THE CALENDAR

- March 7-15, 1931—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- March 17-19, 1931—Annual Convention of Texas and Southwestern Cattle Raisers' Association, Corpus Christi, Tex.
- March 17-22, 1931—Southwest American Live Stock Show, Oklahoma City, Okla.
- April 17, 1931—Nebraska Feeders' Day, Lincoln, Neb.
- May 7-9, 1931—Annual Convention of Montana Stock Growers' Association, Bozeman, Mont.
- June 10-12, 1931—Annual Convention of Nebraska Stock Growers' Association, Alliance, Neb.
- July 6-11, 1931—Calgary Live Stock Exposition and Stampede, Calgary, Alberta, Canada.
- July 28-31, 1931—Annual Convention of Sheep and Goat Raisers' Association of Texas, San Angelo, Tex.
- August 22-29, 1931—National Swine Show, Springfield, Ill.
- August 24-25, 1931—National Ram Sale, Salt Lake City, Utah.
- October 10-18, 1931—National Dairy Exposition, St. Louis, Mo.

# THE PRODUCER

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Volume XII

MARCH, 1931

Number 10

## BASIC POSITION OF AGRICULTURE

**I**T IS SURPRISING TO FIND EDITORS OF metropolitan dailies still complaining of the effort of the federal government to help agriculture, and to meet with business men who are ready to indorse these complaints. Of course, there is a partisan point of view, from which every endeavor of the party in power is belittled. But, discounting such diatribes, the contention is seriously advanced that business men in the cities of the agricultural regions are in as bad straits as the farmers, and as much entitled to help.

THE PRODUCER does not question that the effects of the agricultural depression are acutely felt in the near-by cities, but it would be as impossible to restore prosperity to the urban communities without first rehabilitating agriculture as it would be to continue the present costs of manufacturing commodities for the farm trade unless the buying power of the farmer is restored.

Agriculture is a basic industry. For years the rest of the country has watched indifferently while the position of the farmer became more and more untenable. But chickens eventually come home to roost, and no longer can we escape the fact that a prosper-

ous industry and a prostrated agriculture cannot exist side by side for any length of time.

The sooner we all, regardless of our occupation, get behind agriculture and boost it back onto the highway of progress, the sooner will the clouds of adversity roll away for every kind of business. To build securely, we must start with the foundation.

## ST. LOUIS COMMISSION FIRMS GUILTY

**D**ECLARING THAT A BOYCOTT AGAINST the Producers' Live Stock Commission Association and the National Order Buying Company had been shown to exist on the East St. Louis market, Acting Secretary of Agriculture C. F. Marvin, in a decision rendered on February 24, ordered the forty-two defendant commission companies, members of the St. Louis Live Stock Exchange, to "cease and desist" from their discriminatory practices, and suspended them from registration for a period of ninety days, beginning March 16. The suspension provision may be modified if the order is complied with.

During the three-weeks' hearing of this case in November, 1930, the old-line commission firms freely admitted their unwillingness to deal with the two co-operatives, but insisted that they had acted solely "as individuals" and that there had been no "conspiracy." Their refusal was based on the alleged fact that co-operatives under the Agricultural Marketing Act could obtain money through the Federal Farm Board at lower interest rates than were available to the old-line firms, enabling the former to do business more cheaply. Thus, they contended, the taxpayers' money was being used for the destruction of private traders.

Says Mr. Marvin, in part:

Live-stock shippers have no concern with the personal quarrels or disputes of their agents, and, upon a public market regulated by statute, agents of such shippers should not be allowed to sacrifice or jeopardize the interest of their principals for selfish reasons. Such conduct on the part of agents is tantamount to a breach of trust and constitutes an unfair practice.

The evidence in this case clearly discloses a general and widespread attempt to deny the advantages of an open competitive market to an agent for the farmer or shipper, and to an order buying company as agent for various members of the packing industry. This is a grave injustice to their principals.

It cannot be stated too strongly that no hostility toward a market agency can excuse an unjust discrimination against such agency, nor can such unjust discrimination or unfair practice be excused by the fact that the agency discriminated against is or may be operating with a buyer in which it has a disclosed and known financial interest, or has or may have received loans of money under an act of Congress.

Attorneys for the defendants are reported to be seeking an injunction to prevent the order from being enforced while the decision is appeal to the Supreme

Court of the United States, on the ground that the Agricultural Marketing Act is unconstitutional.

Just what good it would do the St. Louis commission men, in relation to the secretary's order, if they were successful in having the Agricultural Marketing Act declared unconstitutional, is not made clear. That act is not an issue in the St. Louis case. Rather, the St. Louis case is being used as a vehicle to make an underhanded attack on the Agricultural Marketing Act, in the hope of creating sentiment for its repeal. Both the St. Louis Producers and the National Order Buying Company were in existence prior to the establishment of the Federal Farm Board. The Packers and Stock-Yards Act, already declared constitutional by the Supreme Court, was designed to protect co-operatives and old-line commission companies alike in their operations at public stock-yards. Any firm that complies with the regulations, *regardless of the source of its credit when borrowing money*, is entitled to that protection. There can be only one outcome, even though the case is carried to the highest court in the land.

### COMPETITION

THE AMERICAN HOUSEWIFE TODAY IS, OR should be, paying less to set a good table than she has been paying for a number of years. Practically all food commodities are selling at low levels, due to the depression, an oversupply in many lines, and the curtailing of export demand. In some instances the retail price has been artificially maintained at near the old basis, but, with a Senate investigation as a prompter, the inevitable readjustment will be hastened. The extent of the reduction will depend on the service demanded by the consumer.

Unfortunately, producers of commodities which are not in a state of oversupply (such as beef) have to suffer along with producers of commodities of which huge excess quantities are in store, as these surpluses not only lower their own market to an unprofitable point, but likewise break the market on every commodity in any way competitive.

In this emergency, the packer, the distributor, and the retailer have a plain responsibility. While the permanent solution of the problem lies in a revival of business, and adjusting production to the probable demand, in the meantime live-stock producers are casting anxious eyes at those who handle their product from the time it enters the stock-yards at Packingtown until it is delivered at the consumer's door. Every artificial barrier that tends to slow up distribution should be removed, and handling costs should be reduced to a minimum, in order that meat products

may fairly compete with the huge supplies of butter, eggs, cheese, and poultry which are flooding the market at low prices. Every effort should be made to retain the established trade in meat products, and not surrender it to low-priced substitutes. Prompt action along this line will be greatly appreciated by every live-stock producer. It will reduce the heavy losses facing feeders under present conditions, and will hasten the day when the industry shall again be established on a profitable basis.

### TARIFF BENEFITS

JUST AS IT IS IN TIMES OF NEED THAT ONE learns to appreciate his friends, so it is in circumstances like the present that high tariffs get the full credit due them. On another page we present figures showing the foreign trade of the United States in live stock and its products for the past year. As will be seen, very material reductions have taken place in practically all our imports, amounting in the case of cattle on the hoof to 54 per cent, of canned meats to 42 per cent, and of fresh beef to no less than 81 per cent. This surely is a worth-while saving for our home producers! It must be remembered, too, that the new tariff did not go into effect until the year was half gone, and that undoubtedly 1931 will show even more substantial import declines.

What would have happened to our cattle industry, in these days of dull stagnation, if our borders, north and south, had been open to the unrestricted entry of stockers and feeders, and if Argentina could have shipped the product of her slaughter-houses to our coast cities without check or hindrance? And where would our friends, the sheepmen, have been if our markets had now been open to the surplus lamb and wool from the Antipodes? The measly 10 per cent duty on hides, wrenched from an unwilling Congress, has, of course, been less effective as a protective measure. An effort is now being made to advance this rate through action of the Tariff Commission.

The part played by the principle of protection in the life of a nation and in international comities is an age-old, infinitely complicated problem that economists are debating as hotly today as they were a century ago. In the confusion of arguments and counter-arguments, the average man is content to concentrate his attention on the sector immediately before him. He sees how at present every government in the world is searching for means to soften the impact on its own people of the universal depression and unemployment, and how many of the chief importing countries, in self-defense, are erecting unscalable

tariff barriers against the dumping of products from abroad. He feels that the United States, whose standard of living is dovetailed with its relatively high markets, would be lacking in prudence if it did not safeguard the welfare of its citizens by preventing nations with lower standards and lower production costs from taking advantage of its opportunities.

So, bad enough as conditions are for the American farmer today, it is not much of a tax on his imagination to picture what they would have been but for the measure of protection given agriculture in the Tariff Act of 1930.

### FEWER IMMIGRANTS COMING

**N**EWS OF THE HARD TIMES IN THE United States has been wafted across the water, with the result that European countries are failing to fill their immigration quotas. This is in striking contrast to the situation existing in previous years, when long lines of applicants were beleaguering our consular offices abroad, anxious to reach these golden shores.

During the first six months of the present fiscal year only 39,268 immigrants arrived, as against the 153,714 who would have been permitted to land. Great Britain and Northern Ireland, with a quota of 65,721, sent us only 6,905; Germany, whose quota is 25,975, sent us 8,421; and the Irish Free State, with a quota of 7,853, parted with but 5,329 of its native sons and daughters.

In the years immediately preceding the war more than a million potential citizens of foreign birth were admitted every year.

A movement is on foot, originating in labor circles, to forbid all immigration during the present depression. Measures with that end in view have been introduced in Congress, but no action has so far been taken. By December, when the new Congress meets, it may well be that the acute stage of the crisis will have been passed, in which event the demand for an embargo will be less insistent, and the bill may die in committee.

Instead of changing our immigration laws every year or two, as our prosperity index moves up or down, why would it not be a good thing if we tried to stabilize legislation by devising some selective system which would admit only such classes and numbers of alien workers as might be needed in the various industries from time to time? Wouldn't such an arrangement be in the interest of both parties—equally fair to our own people when jobs are scarce and the larder getting low, and to the foreigner who would be saved the unpleasant experience of having jumped from the frying-pan into the fire by pulling up his home stakes?

### FEED CHARGES

**I**T IS GRATIFYING TO NOTE THAT FEED charges at practically all public markets have been lowered, in response to united requests from live-stock organizations and a generally lower level of commodity prices. It is not so easy to check prices at other feeding points; but if any shippers still have complaints as to high prices charged, we shall be glad to investigate and attempt to secure adjustments wherever needed. Sometimes sufficient allowance is not made by the shipper for the necessarily expensive system of distribution by the bale or bushel; but, once such allowance is made, no unreasonable profit should be charged under present conditions. Write us, if you wish an investigation made.

### THREE SQUARE MEALS A DAY!

**S**OME YEARS AGO A VICE-PRESIDENT OF the United States, in answer to gloomy predictions similar to those emanating from certain quarters today, sagely suggested that what this country needed was a good five-cent cigar. He refused to be swept off his feet by the calamity-howler. In imitation, perhaps, of this "wise-crack" of Tom Marshall's, Dr. J. L. Pomeroy, who is health officer of Los Angeles County, now comes out with the statement that, in his opinion, "what America needs is three square meals a day."

Dr. Pomeroy's particular quarrel is with the pernicious fad of dieting to attain the "sylph-like" figure which is fashion's present dictate for the female of the species. "We know of cases where young women have deprived themselves of nourishing foods to such an extent that death resulted," says the doctor. "We have distinct evidence that, among young women, the death-rate from tuberculosis has declined less rapidly in recent years." Especially does he recommend the habit of eating a hearty breakfast, after the human engine has slowed down for the night.

As coming from the same neck of the woods where so many dietary, and other, cults have struck firm root, it is particularly gratifying to read what Dr. Pomeroy has to say about meat. "There is no evidence to prove that good fresh meat causes any disease," he assures us. Of course, there isn't! The overwhelming testimony of the medical profession amply bears this out.

The doctor concludes: "We do not eat often enough. This is a high-pressure age. We are at a tension. This should be relieved from time to time."

So, all you who have the wherewithal, and who want to save your country, and incidentally yourselves, from harm and premature decay, be sure to eat three square meals a day, with meat as the principal dish!

# THE STOCKMEN'S EXCHANGE

## A TEXAN'S VIEWS ON GRAZING PROBLEM

BRACKETTVILLE, TEX., February 2, 1931.

To THE PRODUCER:

I received the January issue of THE PRODUCER, and, as usual, read it from cover to cover. It is the only magazine that I know of which takes a complete and large-scale view of the live-stock production business in the United States. The "Stockmen's Exchange" columns are particularly valuable in securing logical and constructive criticisms and experiences from practical live-stock men scattered all over the English-speaking world.

The author of "Ghosts of Western Game Trails" should visit some of the northwestern foothill ranches in early winter, and buy a financial interest in a bunch of cattle and the stacked hay on the ranch. Then he should stay long enough to go out stalking some moonlight night, and quietly observe the elk and deer breaking through the substantial stack yards protecting the hay, and eating or destroying this. By spring he could no doubt write a passionate article on "Ghosts of Western Game Trails," if his financial interest in the cattle had dwindled about one-half, due to death caused by lack of feed. Market price, when paid by the government guardians of game, is not always satisfactory when no hay can be bought, much less hauled into the country by reason of impassable roads.

Another small point that comes to the minds of some of us operating on owned or leased lands is this: Users of summer grazing on national forests and game reserves might just as well prepare themselves some of these future years to turn in competitive sealed bids for grazing rights on the public range, which is the system used by the United States government in disposing of other surplus property. Stockmen who are closest to the range, and who can use it most economically, are the ones who naturally will bid the highest and secure the grazing rights. Probably cattle grazing rights will be favored on public lands instead of sheep, by reason of the fact that game has a tendency to leave a range frequented by sheep, for various reasons. The government men have many issues to decide, and they are the type of men who are perfectly able to determine what is best for a majority of United States citizens, with fairness toward the local minority.

I will give here some of my observations during the past ten years in managing a cattle and horse ranch in the brush country of Texas, which causes me to indorse the Bureau of Biological Survey in its predatory-animal control work. The government system of handling the business is more satisfactory than any bounty system, or having every Tom, Dick, and Harry trespassing on the cattle range by trapping for small furs. However, I do believe that it is necessary for the landowner to retain his legal right to stop even government trapping, when he sees fit. It is the only practical whip that the landowner holds in protecting his property against secret

poisoning by individual sheepmen, and in enforcing certain rules, so that trapping may not become a special hazard to the cattle interests. It is poor business policy to antagonize trap-pers by petty complaints.

My opinion is that poisoning campaigns should be avoided, except in places where coyotes are very thick. Elsewhere poisoning should be carried on only on lands protected by sheep-proof fences, the Bureau of Biological Survey stressing the point that poisoning is an undesirable means of predatory-animal control, except in rare cases, and then only under the direction of experts. Government-launched poisoning campaigns are often a signal for private individuals putting out poison on other people's property, I have experienced.

We sheep- and cattlemen should realize that, however important to ourselves, our business is merely a "special interest" to the general public, and we should be on the alert not to antagonize that public. Public sentiment is more important than most people realize. Our congressmen and authors are continually on the alert to feel it, and Congress holds the purse-strings for the departments of the government service that benefit our business.

I happen to know a little bit about grazing on certain government mountain ranges, having ranched in the Northwest. It is the finest summer range in the United States, regardless of lower-region droughts, which affect the mountain slopes very little. The cattle grazing rates are very cheap, being really a privilege, oftentimes held by men who own no land in or near the foot of the mountains, where the original landowners took up land for the benefit of the adjacent mountain range. The privilege has failed to remain with the adjacent ranches, for one reason or another, or to such a small extent that it is hardly worth while to graze a few cattle on the mountain, and ride to round up the small bunch in the fall.

J. F. BEIDLER.

## DO PROHIBITIVE TARIFFS PAY?

MACLEOD, ALBERTA, February 9, 1931.

To THE PRODUCER:

We have had a fine, open winter here since November 15. At that time, and in October, we had some storms with snow, but nothing severe. Cattle are wintering very well, and there is plenty of feed.

I was much interested in your editorial in the October number of THE PRODUCER, when you wrote about the working of the new tariffs both in the United States and in Canada. In writing about the new tariff legislation in Canada, you said:

"Whether this measure has been directly provoked by the Hawley-Smoot Tariff Act, as is claimed by many on both sides of the border, or whether it is simply meant as a safeguard for domestic industries, or both, it is significant that it fits well into the movement in progress in a dozen or more countries which are just now busy adding bricks to their tariff

walls. Taken in connection with a decline in the foreign commerce of the United States, for the eight months ending with August, of \$1,600,000,000 below the same period last year, it makes one stop and think."

It might be well not to forget the fact that the people of Canada have been buying close to a billion dollars' worth of merchandise from the United States annually—boots and shoes, cotton goods, and all kinds of manufactured articles. While all must admit that the United States tariff is strictly the business of the United States, I do not consider it out of the way to point out that your new tariff is succeeding very well in driving a large part of this trade to England and other countries. Your factories in the East are in close touch with your big live-stock markets. If any proof of this is needed, read the advertisement which one of the Chicago packers ran recently, saying: "Big Mike's butcher-shop in Lowell or Lawrence is not crowded Saturday nights with people paying in their big pay-checks, the same as they used to be. Why? Because the mills are shut down." The shoe-workers of Lynn and Haverhill are not buying so much meat from the packers' branch houses as they should. Why?

I believe most people will agree that the nearer to home you can do your trading, the more benefit it is to both parties. The United States and Canada are situated to trade with each other, and always have done so—I believe to their mutual advantage. Your new tariff has forced Canada to raise her tariffs, with the still further damage to the United States of some of your large manufacturers deeming it good business to build new factories in Canada to make their goods for the Canadian trade, rather than pay the duty into Canada. The latest of these is a two-million-dollar factory in Toronto. That is not very encouraging for the unemployed problem or for the selling of more beef. I might point out that there is nothing new in this line of argument. The last speech made by the lovable President McKinley, in Buffalo, just before his death, pointed out the same thing when he said: "We cannot expect to go on forever selling goods to other countries. We must expect to buy some as well." Your tariff has shut out a few thousand cattle and some other things from this side of the line, but if it is throwing a monkey-wrench into the machinery of trade, will it pay?

R. E. REARDON.

#### GOVERNMENT'S LIVE-STOCK FIGURES

HELENA, MONT., February 19, 1931.

##### TO THE PRODUCER:

The figures given under the title of "Government Live-Stock Estimate" on page 8 of the February PRODUCER are somewhat misleading. A superficial reading of the release of January 1, 1931, would give you the impression that there were only 22,975,000 dairy cattle in the United States, out of a total of 58,955,000, and that the rest, or 35,980,000, were beef cattle. According to the 1930 "Yearbook" of the Department of Agriculture, this cannot be the case.

By referring to the 1930 "Yearbook," which is the latest issue at hand, you will find, on page 824, that the number of cattle on farms in the United States on January 1, 1929, was 55,751,000, and that of this number 23,810,000 were classified as beef cattle. On page 898 of the same report you will find that the number of milk-cows on the farm was given as 21,820,000, but that the number of *dairy cattle* on farms and elsewhere was 33,653,000.

W. J. BUTLER,  
State Veterinary Surgeon.

(The figures printed in our February issue were given just as they came to us from Washington. In the preliminary government releases no segregation is made of total numbers of beef and dairy cattle. However, it seems to us that milk-cows could hardly be taken to include *all cattle* of the dairy breeds—bulls, steers, and calves. To the number of milk-cows should be added 4,688,000 heifers one to two years old kept for milk, although the two figures for dairy cows—22,975,000 for 1931 and 22,443,000 for 1930—are strictly comparable.  
—EDITOR.)

#### BUREAU OF HOME ECONOMICS SHARING IN MEAT RESEARCH

A copy of the following letter, addressed to Fred H. Bixby, of Long Beach, California, has been sent to this office:

"WASHINGTON, D. C., February 14, 1931.

"DEAR MR. BIXBY:

"The resolution of the American National Live Stock Association indorsing the work of this division and co-operating agencies on the quality and palatability of meats, which you recently handed to Dr. Mohler, has been received from him. I wish to assure you that we appreciate the action of the association very deeply, and that we will continue our efforts to be of service to the range cattle-producers and the industry in general, and to merit your continued confidence and support. In fairness to the Bureau of Home Economics, I wish to call to your attention that it is also making a very important contribution to the co-operative meat research program of the department.

E. W. SHEETS,  
"Chief, Animal Husbandry Division."

**NOW!**

**A New High-Quality Dehorning Paint and Protective Dressing**

Our own make. Has disinfectant, styptic, adhesive, and fly-repellent qualities. Also unequalled for cuts and surface wounds, castration incisions, sores, etc. Keep a bucket handy and prevent costly losses.

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Cups out the horn button. Quick and humane. No horn stubs grow out. Cutting blades of tempered tool steel. Money back if not satisfied.

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**Franklin Blackleg Serum Co.**

Denver Fort Worth El Paso  
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# WHAT THE GOVERNMENT IS DOING

## AT WASHINGTON

**T**HE SEVENTY-FIRST CONGRESS PASSED OUT OF existence at noon on March 4, with most of the major questions disposed of, thus presumably obviating the necessity for an extra session.

Much of the three months was taken up with quarrels between Congress and the White House, reminiscent of the last year of the Wilson administration. First there was the controversy over the drought-relief bill, mentioned in the February PRODUCER. Here a compromise was finally effected by the appropriation of an extra \$20,000,000, from which loans may be made for food for starving humanity. Then a new and bitter controversy broke out over the World War veterans' loan bill, which was vetoed by Mr. Hoover, but promptly repassed by both Senate and House by much more than the required majorities to make it law in spite of the President. Another vetoed measure was Senator Norris' perennial bill for government operation of the Muscle Shoals nitrate-manufacturing plant. This was repassed by the Senate by a vote of 49 to 34—fifteen short of the necessary two-thirds—and thus again failed to become law.

\* \* \*

Of more direct concern to the live-stock industry is the passage of the oleomargarine bill, introduced by Representative Brigham, of Vermont, applying the present tax of 10 cents a pound to all yellow margarines, whether artificially colored or not, and irrespective of whether the source of the color is imported palm oil or domestic animal fats. The dairy people put up a strong fight for this legislation, and won the day over the opposition of the beef-cattle interests.

\* \* \*

Congressional sanction was obtained for the ten-year co-operative program of predatory-animal and rodent control recommended by the Department of Agriculture. This bill, submitted by Representative Leavitt, of Montana, provides for federal expenditures of \$1,000,000 annually for the ten-year period ending with 1941. The plan has repeatedly been indorsed by the American National Live Stock Association and practically all the state live-stock organizations in the range country.

\* \* \*

Senator Capper's resolution authorizing the distribution of wheat for relief purposes has been passed. Originally the resolution provided for the distribution of 40,000,000 bushels by the Federal Farm Board, but an amendment reduced the quantity to 20,000,000 bushels. The cost is to be credited against the revolving fund of the Farm Board.

\* \* \*

Hearings by the Tariff Commission on the hide rate were held in Washington last month, attended by Secretary Mollin,

who testified in favor of increasing the present duty of 10 per cent ad valorem to 15 per cent—the maximum allowed under the so-called "flexible" provision of the Tariff Act.

## FEDERAL FARM BOARD

**W**HILE NO OFFICIAL ANNOUNCEMENT HAS YET been made, it is generally believed that Chairman Alexander Legge will retire from the Federal Farm Board in the near future, to return to the better-paying and more peaceful existence as president of the International Harvester Company. When President Hoover prevailed upon him to accept the chairmanship of the newly created Farm Board, at what is called "a great financial sacrifice," Mr. Legge made it a condition that he was to be released after a year's service. The first year ended last summer, but, at the solicitation of the President, he consented to stay on a while longer.

Now, however, that the organization work of the board is concluded, and its policies and line of activities pretty clearly mapped out, it is not surprising that Mr. Legge should be anxious to quit a post that has meant a lot of hard, up-hill work and wearisome controversy. His opponents will greet his departure with a sigh of relief, his friends with regret.

Probably the job as chairman will go to James C. Stone, of Kentucky, the representative of the tobacco industry on the board, who has been acting as vice-chairman. Mr. Stone's ability is highly regarded.

Samuel R. McKelvie, the wheat member, has announced his intention of retiring when his term expires on June 15. Other expected resignations are those of Charles C. Teague, representing the fruit-growers, and William F. Schilling, who represents the dairy interests.

\* \* \*

Announcement has been made by George S. Milnor, general manager of the Grain Stabilization Corporation, that not to exceed 35,000,000 bushels of choice milling wheat held by the corporation will be offered for sale in the export market during the next four months.

## MEAT PRICES PROBED

**I**NVESTIGATIONS HAVE BEEN CONCLUDED BY THE agricultural subcommittee appointed by the Senate to look into retail food prices, and a report has been prepared by the chairman, Senator Capper, of Kansas, to be submitted before Congress adjourns on March 4. The report, it is understood, will state that retail prices of bread and milk have not reflected the decline in prices paid producers, nor the reduction in wholesale prices.

On the last day of the investigation, February 19, a mass

of statistical material was submitted and testimony given with respect to meat prices. William W. Woods, president of the Institute of American Meat Packers, showed how wholesale prices had declined from 15 to 31 per cent during the past year. F. E. Mollin, secretary of the American National Live Stock Association, declared that the live-stock producer today receives a much smaller share of the consumer's dollar than he did prior to ten years ago. For this condition he thought a rigid and expensive system of distribution was largely to blame, together with overexpansion of the business caused by the entry into it of a large number of chain stores, with the resultant smaller volume of sales, necessitating larger gross margins. While, he said, he did not believe that there existed any conspiracy to keep prices up, nevertheless it was an incontrovertible fact that the cost of selling meat had increased out of all proportion to that of most other food commodities. He presented figures to show that the cost of sirloin steak had increased 82 per cent between 1913 and 1930, whereas the average price of farm products had advanced only 23 per cent, foods at wholesale 40 per cent, and all foods at retail 47 per cent. The remedy, Mr. Mollin believed, lay in a more flexible system of distribution, where the emphasis will be placed on the product in which an oversupply exists, so that it may be moved into consumption with as little distress to the producer as possible.

The only witness representing the retailers was David Van Gelder, of the National Retail Meat Dealers' Association, who said that the price disparity was due to higher overhead costs and to consumer demand for the better qualities of meat.

\* \* \*

Under date of February 17, 1931, C. B. Denman, representative of the live-stock industry on the Federal Farm Board, issued the following statement:

"While recently considerable publicity has been given to the fact that some commodities have not reflected the price declines in raw products, there is no occasion for this being true of fresh beef, veal, pork, or lamb, as most wholesale prices are from 25 to 35 per cent under those of a year ago, and consumers should be getting the advantage of them through reductions in retail prices.

"A comparison of wholesale dressed meat prices at Chicago for the week ending February 14 with the same week a year ago indicates substantial declines. Wholesale prices of fresh beef show declines of from 27 to 36 per cent, with veal from 24 to 31 per cent. Fresh pork chops, loins, and shoulders show declines of 28 to 36 per cent. Lamb, which had already broken sharply a year ago, showed additional losses of from 14 to 22 per cent this past week, as compared with the same week a year ago.

"If the full benefit of these reduced wholesale prices is reflected to consumers by distributors, meat and meat products should be attractive to consumers. Housewives who are not now including at least one kind of meat in the daily menu ought to take advantage of these lowered prices to purchase such wholesome food."

### LIVE-STOCK OUTLOOK FOR 1931

CATTLE PRICES DURING THE FIRST HALF OF 1931 are expected to average considerably below those of the first half of 1930, but prices of most classes and grades during the second half will probably average about the same as those of a year earlier, according to the outlook report of the Department of Agriculture, issued last month. Slaughter supplies in 1931 probably will be larger than those of last year, but the increase will be in unfinished cattle marketed during the latter half of the year. Consumer demand for beef probably will remain near present levels until there is a marked improvement in business conditions. Imports of cattle, beef, and veal

into the United States during 1931 are expected to be less than those of 1930.

The upswing of the present cycle of cattle production which began in 1928 is expected to continue at a more moderate rate, and result in a smaller increase in cattle numbers from the low point to the peak than the upswing of the preceding cycle, which began in 1912.

The number of milk-cows on farms will probably continue to increase through most of 1931, and possibly well into 1932, but the rate of increase is apparently declining.

### Sheep and Wool

Sheep numbers in the United States have increased 43 per cent since 1922, and on January 1, 1931, probably were the largest for that date in the history of the country. Marketings of lambs in the past year also reached record levels, and are expected to continue relatively large through 1931. Although an increase in demand is expected during the next year or two, sheep-producers are faced with the problem of reducing breeding-stock numbers and disposing of a larger proportion of their annual lamb production through slaughter channels, in order to improve materially the economic position of the industry.

World wool production continues near record levels. Consumption has been reduced by business depression throughout the world. The present low level of wool prices is expected to curtail production, but no material reduction is likely in the coming year. World stocks are still large.

### Hogs

Although the hog market this winter is not so favorable as that of last winter, there are indications that conditions will be better late next summer, and that the industry will be in a more favorable position during the crop marketing year which begins next October. Marketings next summer probably will be smaller than those of last summer, because of the slightly smaller crop of pigs raised last fall, and because many farmers will hold back some of their brood sows and other hogs that they ordinarily would sell at that time, in order to fatten them out on new-crop corn.

### MEAT-DEALERS ADVISED TO SELL CANNED GOODS

**I**N CONNECTION WITH THE DECISION HANDED down by Justice Jennings Bailey, of the Supreme Court of the District of Columbia, in the Packers' Consent Decree case, giving the national packers the right to handle "unrelated" lines, the *National Message*, organ of the National Association of Retail Meat Dealers, prints the following "Editorial Comment":

"In view of the fact that relief is given the large packers in the Consent Decree to manufacture and sell so-called unrelated lines, an excellent opportunity is open for all retail meat-dealers, who have not already done so, to put in a side line of canned and other food products. With the relief granted the packers, with their large distributive organization of branch houses and railroad facilities, they now are in a position to supply the retailer with grocery products at a price to meet any competition, and the year 1931 should witness a better equilibrium in retail distribution."

### Australian Bounty on Canned Mutton

To assist the canned-meat industry, the government of Australia has drafted a bill providing a bounty of 2 cents a pound on the export of canned mutton.

# OUR TRAFFIC PROBLEMS

## TRAFFIC AND TRANSPORTATION

BY CHARLES E. BLAINE

*Traffic Counsel, American National Live Stock Association*

### Pending Legislation in Congress

**THE INTERSTATE COMMERCE COMMISSION HAS** apparently reached the conclusion that section 15-a of the Interstate Commerce Act should be discarded, and a substitute enacted by Congress, according to a letter sent by Commissioner Eastman, chairman of the commission's Legislative Committee, to Senator Couzens, chairman of the Senate Interstate Commerce Committee, relative to the Howell bill (S. 4005), concerning a revision of the rate-making and valuation provisions of the Interstate Commerce Act. The commission has submitted a substitute to replace the present provisions of section 15-a.

### Formal Case Pending

No. 23400, Motor-Vehicle Co-ordination: A witness for the Chicago & Northwestern Railroad Company, testifying in a further hearing in this case at Omaha, Nebraska, stated that, if motor-rail co-ordination is to succeed, the railroads must have complete freedom to establish joint rail and bus service, and that the only working co-ordination possible would result when railroads could make absolutely free use of buses, changing routes and schedules wherever they chose.

### Decisions of Interstate Commerce Commission

No. 17000, Part 9, Grain and Grain Products within the Western District: The western carriers have made another appeal to the commission not to put into effect its order in this case. This petition sets forth in detail the adverse financial condition of the railroads. The original petition, filed last September, was denied. In a separate petition, further postponement of the effective date of this order is requested from April 1 to June 1, 1931. (This latter request has been granted.)

Nos. 7025-7364, Western Pacific Extension and Construction: The commission has granted the Western Pacific applications to construct lines that will give that carrier an all-rail entrance into San Francisco, California. At the present time this line reaches San Francisco from Oakland by barge.

### Court Decisions

No. E-9113, Oregon-Washington Railroad & Navigation Company v. U. S.: The District Court of Oregon has enjoined the enforcement of the Interstate Commerce Commission's order requiring the petitioner to construct an 185-mile extension of its railroad from Crane to Crescent, Oregon, on the ground that the order exceeds the authority of the commission. It is probable that the case will be taken to the Supreme Court of the United States for final decision.

In Panhandle & S. F. Ry. Co. v. Reynolds, 33 SW. Rep.

(2d) 249, the Court of Civil Appeals of Texas, Amarillo, held that the shipper has the right to divert shipments while en route; that, where the destination of a shipment of cattle was changed by agreement of the shipper and the carrier, the market value at the new destination was a proper basis for estimation of damages sustained in transit.

### Freight Bureau Docket

No. 11614 proposes to publish reduced rates on beef cattle in single-deck cars, and hogs in double- and single-deck cars, from Denver, Colorado, and from various points in Texas on the Panhandle & S. F. Ry. Co. to Phoenix, Arizona, on the same basis as now effective to Cactus, Arizona.

### New Tariffs

F. W. Gomph's I. C. C. No. 1041, canceling I. C. C. No. 929, is a new tariff, effective March 25, 1931, carrying rates on live stock between points in California, Nevada, and Utah and points in California, Colorado, Nevada, Oregon, Utah, and Wyoming. No material changes are indicated.

### Miscellaneous

Before Congress adjourned last summer, the Senate adopted a resolution authorizing its Interstate Commerce Committee to make a study of the railroad-consolidation situation and submit a report thereon. William C. Green, who had served the committee as an expert in connection with other matters, was assigned the task of preparing a report. He submitted a very comprehensive report, containing a list of conclusions, some of which are as follows:

That there is no definite evidence that consolidations will result in substantial economies; that a compulsory system cannot be put into effect, because one carrier cannot be compelled to acquire another; that there is no substantial evidence that consolidations will produce any reductions in freight rates; that labor will probably suffer from such consolidations as are now sought, unless some protection is afforded employees; that, if consolidation legislation is to be continued, provision should be made for the protection of employees and for the regulation of holding companies; that a study of the records, hearings, and experience of the past ten years does not disclose a situation requiring in the public interest further encouragement of a comprehensive program of consolidation, as contemplated by the Transportation Act; that regulatory legislation should be continued or enacted, giving the Interstate Commerce Commission full control of permissible unifications.

The Chicago & Northwestern Railway has announced reductions in coach passenger fares on six divisions of its lines from the standard basis of 3.6 cents a mile to 2 cents a mile for a three-month period, as an experiment and inducement to stimulate its passenger business. The St. Louis-Santa Fe Railway recently adopted a similar plan. Other carriers are considering the proposition, with a view to recouping their diminishing passenger business.

# TRADE REVIEW

## JANUARY'S FOREIGN TRADE

**H**EAVY SLUMPS IN BOTH EXPORTS AND IMPORTS continue to characterize our foreign trade. January's exports were 18.2 per cent below those of December, 39.1 per cent below those of January, 1930, and the smallest since February, 1922. Imports showed a decline of 12.4 per cent from December, and of 41.3 per cent from January a year ago, and were the lowest since September, 1921. Figures for January and the seven months ended January, 1931 and 1930, follow:

	January		Seven Months Ending January	
	1931	1930	1931	1930
Exports.....	\$250,000,000	\$410,849,000	\$2,011,366,000	\$3,034,971,000
Imports.....	183,000,000	310,968,000	1,508,727,000	2,424,986,000
Excess of exports.	\$ 67,000,000	\$ 99,881,000	\$ 502,639,000	\$ 609,985,000

## EXPORTS OF MEAT PRODUCTS

**E**XPORTS OF MEAT, MEAT PRODUCTS, AND ANIMAL fats from the United States for the month of January, 1931, and the six months ending December, 1930, as compared with the corresponding periods of the previous years, were as below (in pounds):

### BEEF PRODUCTS

	January		Six Months Ending December	
	1931	1930	1930	1929
Beef, fresh.....	181,716	246,054	1,436,502	1,410,167
Beef, pickled.....	607,789	740,069	8,475,915	5,779,934
Beef, canned.....	112,611	306,878	572,401	1,292,304
Oleo oil.....	3,557,909	4,335,967	30,325,141	34,930,088
Totals.....	4,460,025	5,627,968	40,808,959	43,412,493

### PORK PRODUCTS

	January		Six Months Ending December	
	1931	1930	1930	1929
Pork, fresh.....	1,654,561	2,504,256	6,327,833	7,522,935
Pork, pickled.....	1,637,690	2,991,639	12,882,968	22,068,789
Bacon.....	5,253,129	13,324,211	28,696,170	65,702,042
Cumberland sides.....	180,208	502,078	1,366,245	2,481,192
Hams and shoulders.....	7,295,391	9,451,189	52,227,895	58,140,951
Wiltshire sides.....			81,899	2,379,080
Sausage, canned.....	147,025	117,647	588,928	1,002,658
Lard.....	68,881,943	73,291,519	267,435,559	412,108,671
Lard compounds.....	134,354	323,898	1,174,101	1,818,209
Neutral lard.....	943,259	1,895,876	5,677,300	8,929,460
Totals.....	86,107,560	104,826,693	376,458,698	582,148,987

## OUR FOREIGN COMMERCE IN LIVE STOCK AND ITS PRODUCTS

**S**UBSTANTIAL DECREASES WERE REGISTERED IN imports of live animals and practically all classes of meats, as well as of hides and wool, in 1930, during the latter half of which year the new tariff rates were operative. Fresh beef declined by 81 per cent, and canned meats (which are

mostly beef) by approximately 42 per cent. Imports of cattle hides fell off 29 per cent from the previous year, and wool imports were 42 per cent lower. Of live cattle we imported 54 per cent less than in 1929, and of sheep 77 per cent less. The figures for 1930, with comparisons for 1929, follow:

### LIVE ANIMALS

(Numbers)

#### EXPORTS

	1930	1929
Cattle .....	7,099	7,509
Hogs .....	12,654	27,017
Sheep .....	6,335	15,431
Horses .....	5,474	7,589
Mules, asses, and burros.....	12,126	15,295
Totals .....	43,688	72,841
IMPORTS		
Cattle .....	231,982	503,269
Sheep .....	6,295	27,480
Horses .....	3,183	3,819
Totals .....	241,460	534,568
Hogs (pounds) .....	19,015	613,797

### MEAT PRODUCTS

(Pounds)

(For exports see page 32 of February PRODUCER)

#### IMPORTS

	1930	1929
Beef, fresh .....	7,202,899	37,869,919
Veal, fresh .....	2,309,966	5,012,439
Pork, fresh .....	1,093,370	4,124,690
Mutton, fresh .....	97,608	1,664,468
Lamb, fresh .....	252,900	3,146,282
Other fresh meats .....	2,033,156	4,838,659
Poultry, fresh .....	1,862,479	5,196,809
Poultry, prepared .....	468,376	553,092
Canned meats .....	52,487,665	89,931,947
Beef and veal, cured .....	2,101,460	9,362,275
Hams and bacon .....	1,979,124	2,079,015
Pork, pickled .....	1,582,654	2,310,893
Other prepared meats .....	2,371,704	14,346,728
Sheep, lamb, goat casings .....	7,830,210	6,584,129
Other casings .....	10,587,747	16,592,747
Totals .....	94,261,318	203,614,092

### HIDES AND SKINS

(Pounds)

#### EXPORTS

	1930	1929
Cattle hides .....	19,056,800	22,544,535
Calf skins .....	7,232,147	6,977,438
Sheep and goat skins.....	2,171,125	1,864,136
Others .....	5,962,736	6,358,641
Totals .....	34,422,808	37,744,750
IMPORTS		
Cattle hides .....	186,878,820	265,578,749
Buffalo hides .....	1,521,819	3,188,192
Kip and calf skins.....	36,853,997	56,145,548
Horse, colt, ass hides.....	15,193,289	13,969,706
Sheep and lamb skins.....	54,347,438	65,478,195
Goat and kid skins.....	93,524,244	100,108,170
Kangaroo skins .....	887,524	797,927
Deer and elk skins .....	2,136,835	2,406,223
Reptile skins .....	2,570,793	1,808,796
Others .....	5,618,636	6,087,035
Totals .....	399,864,441	515,658,451

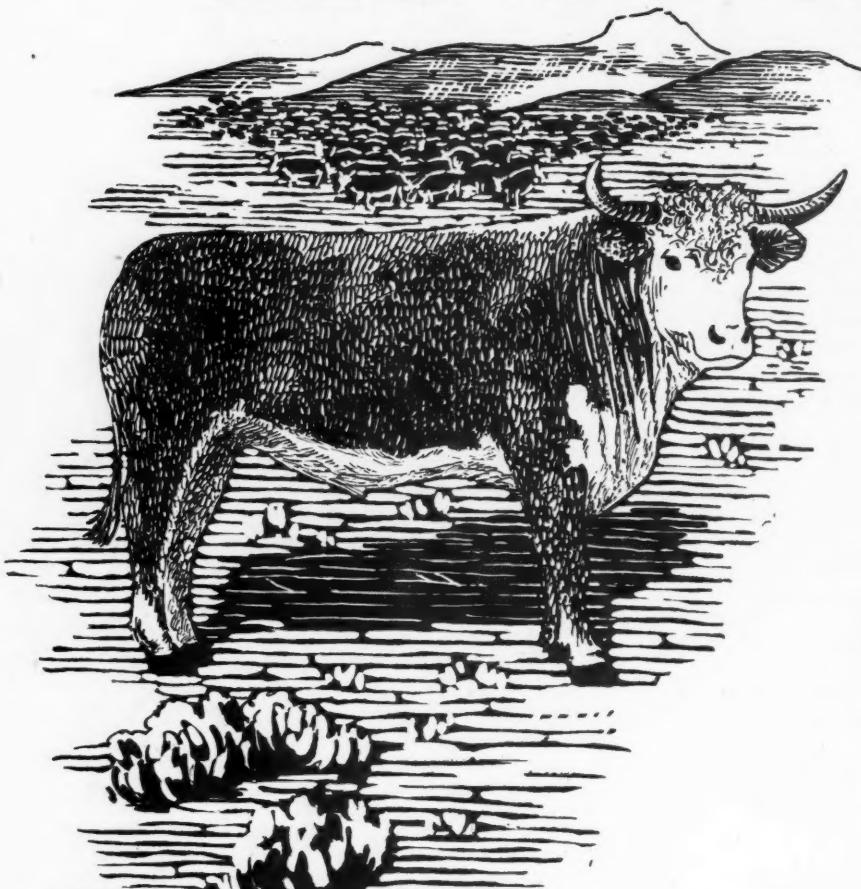
### WOOL

(Pounds)

#### EXPORTS

Wool and mohair .....	162,178	239,336
IMPORTS		
Wool and mohair .....	163,528,270	280,370,678

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# THE MARKETS

## LIVE-STOCK MARKET IN FEBRUARY

BY JAMES E. POOLE

CHICAGO, ILL., March 1, 1931.

A CONTINUOUS DECLINE WAS THE MAJOR FEATURE of February's cattle market. At intervals panicky symptoms developed. Feeders, acquiring a case of "cold feet," jettisoned steers originally intended for a later market, which aggravated trading conditions. Hides could not be moved for weeks at a time, and the bottom fell out of by-product markets. After standing up well during January, resisting the sympathetic influence of other commodities, the steer market finally "cracked," taking female-cattle values along with it. Frequently the whole trade was at a standstill, outside markets acting in much the same manner as Chicago. In fact, relief was sought in that quarter by dumping unsalable stock into the big market, which was frequently required to digest a grist of "other market" steers and heifers.

### Each Week of Month Recorded Lower Price-Levels

Each week recorded lower price-levels on practically everything. Specialties were few, comprising an odd load of finished yearlings—a novelty at this season—plus a sprinkling of heavy bullocks, weighing 1,200 to 1,500 pounds, for which New York kosher trade afforded an outlet. Outside such specialties, the market ran into spells of coma, complete clearances being rare. Occasionally a scramble for heavy steers made it possible for the selling side to put on half a dollar, but the bloom invariably proved to be ephemeral. Reports from the dressed-beef market were consistently lugubrious, and, owing to depressed hide and by-product conditions, beef was forced to carry the whole burden. Other meats—in fact, all other foods—were on a bargain-counter, and, running true to form, retail beef prices were not adjusted to declines in wholesale quotations. Retailers ran bargain sales of pork, lamb, poultry, and fish, making an effort meanwhile to get their money out of beef. For some unexplained reason, the cheaper grades of beef were more seriously involved than high-grade product—probably because the former, including cow, heifer, and common steer product, were abundant. Spreads between common and choice steers were the widest in trade history at this season—practically \$6 per cwt. between top and bottom steers. A flood of heifers, ranging in weight from 600 to 850 pounds, did not improve selling conditions, thousands of such little cattle selling at a range of \$6.50 to \$8 per cwt. A limited proportion of the February steer run was appraised at a range of \$9.50 to \$10.50. Above the \$11 line, sales were easily counted, the great mass of fed steers getting an appraisal between \$7.50 and \$9.25. Canning and cutting cows sold down to \$3 to \$3.75, beef cows largely at \$4 to \$5, and bulls at \$4 to \$4.50. The country lost interest in what might have been a seasonal replacement program, had it been possible to inject a modicum of confidence, so that the feed-lot outlet for fleshy or two-way cattle closed up like the proverbial jack-knife, throwing thousands of low-dressing, fleshy steers into the shambles, and incidentally expanding beef supply with undesirable product. In a few weeks the trade ran out of a burdensome crop of overdone, overweight steers and into one

deficient in weight yields and condition. Buyers revamped their time-worn slogan: "Too many cattle of one kind."

### Beef Movement Sluggish

Beef moved sluggishly into distributive channels, accumulating in coolers until it had acquired a growth of "whiskers." The coterie of small killers frequently withdrew from the live-cattle market to concentrate its energies on a selling campaign; but, as slashing wholesale prices brought little or no relief to the ultimate consumer, such effort was futile. Actual competition in the live-cattle market was restricted to New York kosher bullocks, and that was due merely to the fact that such cattle were scarce—so scarce that buyers were under the necessity of taking plain, and even rough, steers, weighing 1,200 pounds up, to fill orders.

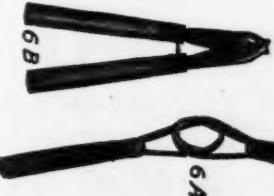
### Heifer Trade Disappointing

One bad phase of the winter market has been the heifer deal. It is another instance of production following price. Last year heifers were prize packages with butchers, the product not requiring salesmanship, while heavy beef was a drug. That condition has been reversed this year. The most logical explanation is that an excessive number of heifer calves and yearlings were put on feed last fall, and, as they were tumbled into the market hopper in various states of finish, a glut of that type of beef developed. Heifers costing 6½ to 7½ cents per pound on the hoof should have furnished consumers with cheap beef, but nothing of that nature happened. With one accord, wholesalers have criticized the policy of retailers in making "leader" sales of pork, lamb, and poultry, while exacting the last possible penny in the case of beef. Heifer carcasses have wholesaled at 12 to 15 cents per pound, while retail prices for practically every cut in the carcass have remained "frozen," or constant, to use trade vernacular. Texas aggravated the situation by winter-feeding thousands of heifers that realized 7 to 7½ cents per pound on the hoof and made rough going for Corn Belt feeders. Be that as it may,

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the heifer deal has been a distinct disappointment, the probability being that feeders will "lay off" that type of animal next fall, in accordance with their confirmed habit of figuring that the market will repeat its performance of the corresponding previous season, which it rarely does.

### **Open Winter a Welcome Factor**

Naturally feeders' margins either contracted or were wiped out. An alarm was raised that cattle prices were headed toward the levels of 1911 or 1907, or some other remote spot in trade annals, which did not exert a favorable psychological influence. Cheap corn and an open winter saved the day to some extent, reducing cost of putting on gains. Had the "dollar" corn dream materialized and beef-makers encountered a sub-arctic winter, results would have been even more disastrous. As it was, the breeze was tempered to the shorn lamb.

### **Some Price Comparisons**

During the first week of January average cost of all slaughter steers at Chicago, according to the calculation of the Bureau of Agricultural Economics, was \$9.80 per cwt., compared with \$12.47 in 1930 and \$13.08 on a three-year average embracing 1928, 1929, and 1930. During the week of January 31 this average price had declined to \$9.17, compared with \$12.36 in 1930 and \$12.62 on the three-year-average basis. At the inception of February the slump became emphatic. The first week put average cost down to \$8.58, compared with \$12.62 in 1930 and \$12.42 for the three-year average. The week ending February 21 cut average cost to \$8.29, compared with \$12.56 in 1930 and \$12.41 on the three-year-average basis. Killers make the logical contention that the actual decline in beef cost was only about 50 cents per cwt., when hide and by-product depreciation is reckoned with.

### **Hogs Descending to Lower Planes**

Hogs gradually worked to lower levels. Early in February the spread widened; later it contracted. At the widest period, light and heavy hogs sold \$1.40 per cwt. apart. Subsequent contraction narrowed this gap by 75 cents, which merely remedied an out-of-line condition. Readjustment was facilitated by a free movement of fall-farrowed shotes, which had done well during an open winter and were attracted to the market by a substantial premium. Cashing unfinished shotes weighing 180 pounds down put the trade on a substantially different basis toward the close of February, when good lights sold at \$7.25 per cwt., compared with \$8.05 at the outset. The whole month's trade was at the lowest levels since 1924 at midsummer. The decline for the month was about \$1 per cwt.

### **Conditions Reversed from Last Year**

The first week of January average drove cost at Chicago was \$7.92, dropping to \$7.65 during the last week, and to \$7.25 the first week of February, thence gradually descending to \$6.57. The first week of January, 1930, average cost was \$9.34, the market gradually advancing to \$10.83 at the close of February. The course of price events in 1931 reversed that of 1930.

### **Mild Weather Restricts Pork Outlet**

Stocks of lard and meats showed a persistent disposition to accumulate after the turn of the year, but were not excessive. However, general conditions were such as to facilitate a progressive bear campaign. Occasional reactions could not be retained, eastern demand waned, and mild weather was not conducive to a healthy fresh-meat trade. Export demand for lard was broad, but narrow in the case of meats.

**Lamb Market Holding up Fairly Well**

Considering continuous heavy slaughter, a frozen wool market, and elimination of demand for slats, the lamb market did fairly well. An occasionally heavy run at eastern markets set prices back, but much of the time shippers were on the market. Cheap pork undoubtedly exercised a repressive influence on lamb prices, but feeders were able to make a little money after paying feed bills, and, as nobody expected much, little squawking was heard. The movement from Colorado and Nebraska gained volume during February, when native and Corn Belt fed western lambs showed signs of running out. Early in the month the top went to \$9.60. Most of the time the \$9 quotation was on the blackboard, packers paying \$8.25 to \$8.75 for the bulk of their purchase, only heavy stock going below \$8, extreme weights selling down to \$7.50. Sheep trade picked up during the month, \$4.50 to \$5 taking most of the fat ewes.

**Market Reflects Industrial Situation**

Every branch of the live-stock market reflected general commercial and industrial conditions all through February. Fresh meats were handicapped in the distribution process, and cured hog product accumulated in cellars and freezers.

**CATTLE-MARKET PROSPECTS**

J. E. P.

**C**ATTLE-MARKET PROSPECTS, FROM BOTH BEEF and stocker viewpoints, are hazy. Visible supply is considerably less than at the corresponding period of 1930, with respect to both numbers and tonnage, dislodgment has been premature, and replacement lags. On the other hand, beef-outlet channels are seriously constricted—a condition likely to be promptly relieved if industry revives. In fact, industrial developments are the crux of the situation.

East of Chicago the number of cattle on feed is the smallest in many years. Pennsylvania, Indiana, Ohio, and Michigan were hit hard by the summer drought, and wintered few. In the Ohio Valley, notably Kentucky, beef-making has been all but suspended. Even Illinois has fewer cattle than for a decade past. Western Iowa is carrying its normal quota, but eastern Iowa has been getting into the early-maturity game in recent years. Late in the summer it will have its usual crop of yearlings ready for the butcher. Nebraska laid in more cattle last fall than in 1929, but has been quietly slipping them into the market at deficient weight all winter, so that it is likely to go into the summer without a surplus. South Dakota has a normal quota.

Down in the Southwest, Kansas has been keeping the market hopper well filled all winter, with Texas as a runner-up. The Texas Panhandle fed an unusually large number of yearlings of both sexes, marketing them short of finish, but with fairly satisfactory results. They went on feed at the calf and yearling stage, heifers realizing 7 to 8 cents at the market before the February break, and 7 to 7½ cents subsequently. Southwestern cattle-breeders are using this avenue to dispose of surplus heifer stock not to be carried to the bearing age. The practice will be effective in repressing expansion of breeding herds.

Physical conditions in the Southwest have been ideal, from the cattlemen's standpoint. He has been able to get through with less expense and under more favorable circumstances than in many years. Feed bills have been reduced to a minimum, and, with cake as low as \$31 per ton, averaging around

\$34 for the winter, depreciation in cattle values has been partly compensated.

Writing late in February, my correspondent, J. C. Studer, the Anvil Hereford man of Canadian, Texas, said:

"Fewer cattle will move from the Southwest to Kansas this season than usual. The whole region has been favored with moisture, with the exception of isolated spots. Down in the coast country cattle are getting fat and will move direct to market, avoiding necessity for a pilgrimage to Kansas pastures, which existed a year ago. E. B. Spiller says that more southern cattle moved to Kansas and Oklahoma grass last year than in several previous seasons—a pilgrimage that will not be repeated in 1931. The San Antonio country has had six inches of rain this winter. Big cattle are scarce in west Texas, and in the southern and coastal sections available supply does not exceed 80 per cent of that of last year. Grass is not being contracted in Kansas for two reasons: the slumpy fat-cattle market, and efforts by pasture-owners to maintain last year's rentals. Up to the middle of February practically no cattle had been bought to go from Texas to Kansas. Inquiry by Kansas centers on young cattle, bankers having admonished borrowers to eliminate the risky big steer. George Branson, of Cedarville, Kansas, is wintering about 5,000 calves in the vicinity of Canadian, Texas, to move to Kansas at the rise of grass."

Bunches of yearlings have been contracted in north Texas for spring delivery at 9 cents per pound. These trades were made last fall. Good calves have been moving to market during the winter, steers realizing \$9.25 to \$9.75 per cwt.; heifers, \$8 to \$8.50. Trade in cows is limited. One drove of four-year-old Hereford cows—about 500 head—with 325 calves, sold in the Panhandle recently at \$60 per head, with a new crop of

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Owner

calves due to arrive. Cow values are down to what would seem to be an attractive investment basis.

My friend Studer, commenting on the scarcity of aged steers, remarks:

"I recently saw probably one of the last large droves of aged steers we shall see in the Panhandle. It comprised about 1,500 head of Herefords, the largest percentage of which were coming fours, the drove being scheduled to move to Kansas in April and go to market in beef condition in August and September. I know of no other drove of similar age and numbers in west Texas."

In the Northwest it is a case of "nothing doing." There, also, the winter has favored the live-stock grower, although moisture is seriously deficient, causing apprehension concerning spring grass. There is no cattle surplus in that quarter, the probability being that the season's gathering will be even less than that of 1930, in a numerical sense.

All eyes in the trade are scanning the beef-market horizon. Occasionally a gleam of hope is detected. Toward the end of February—after Lent had settled down to the monotony of the remainder of its forty-day period—beef demand actually picked up. Since nothing can remain static, not even a live-stock market, a conviction is growing that, as winter wears away, construction operations are resumed, and gloom is dispelled, the fat-cattle market will derive substantial benefit. Optimism of the rampant type is so discredited that curtailment of the output is politic. Heavy steers with quality will hold the premium right along. Of light cattle there will be enough to go around at all times, as the great majority of

feeders are in possession of that type, and there is no incentive to carry them into weight. The slogan of the country is "sell cattle," and only a sharp upturn in values, such as occurred last August and September, will check the disposal mania.

### WEAK DEMAND FOR STOCKERS

J. E. P.

**S**TOCK-CATTLE TRADE HAS LANGUIISHED IN CONSEQUENCE of the discouraging condition of the fat-cattle market. Replacement demand, active all through January, has almost disappeared at intervals. Fortunately, market supplies were moderate. Even then, forced weekly clearances were frequently necessary. Feeders who unloaded half-fat cattle, in response to a hunch that depreciation had not run its course, were not in a mood to reinvest the money, potential demand being restrained pending readjustment. Lack of confidence in the future proved to be a serious deterrent. Values gradually declined, until the trading basis of last fall was re-established. In fact, prices were actually lower than at that time, taking winter carrying cost into the reckoning. Bargain-hunters have been responsible for much of the limited volume of trade at the central markets, common little steers selling down to \$5, with \$7.75 the practical limit on good fleshy "Whitefaces." Although flesh could be bought for less money than would be expended in putting it on, demand for well-conditioned steers of the two-way type practically disappeared.

Out in the pasture country, inquiry has been rife, indicating potential demand. This inquiry has concentrated on light steers. In fact, three- and four-year-olds have become anachronisms. J. C. Studer, of Canadian, Texas, tells of a large drove of good-quality Herefords, comprising 1,500 head of coming "fours," that will be moved to Kansas grass by April 1, to go to market next August or September. Says he: "This is probably one of the last large bunches of qualified cattle of that age that we shall see in this section of the Texas Panhandle. I know of no other similar holding in west Texas. The coast country will, of course, furnish some cattle, of more or less inferior quality, that are not marketed until reaching long age."

Many of the pilgrim cattle moving from Texas to Kansas will be coming yearlings, inquiry centering on that type. As they do not get fat on grass, they will either be double-summed or fed out next winter. Present indications are that fewer cattle will move out of the Southwest to northern grass than in 1930.

Southwestern cattle have wintered under the most favorable conditions in many years past, enabling owners to effect substantial economy. Cake has averaged around \$34 per ton, and recently has been bought at \$31, delivered at the station, which has offset declining cattle prices in a measure. The entire Southwest has had adequate moisture, with the exception of isolated spots. Coast cattle promise to get fat, moving to market in beef condition and avoiding necessity of going to Kansas grass, as was the case last year. On this account, and because Kansas grass prices have been held up, few pastures have so far been contracted. This difference of opinion will be adjusted or compromised before moving time comes around on the calendar. The Amarillo, Wichita, Fort Worth, and Corpus Christi cattle events may start the ball rolling.

In the Mississippi Valley and territory east of Chicago, winter demand for stockers has been at low ebb. This condition is a sequel to the 1930 drought, which is still in full force

### GOOD SHORTHORN BULLS

Sire feeder calves that command a premium.

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and effect over much of Michigan, Indiana, Ohio, and the region farther east. Over practically that entire region few cattle were acquired for finishing purposes last fall, and most of that limited purchase has already been cashed. Kentucky took on few cattle, but will need a rise of grass before re-entering the stocker market. When sufficient rain has fallen to start grass and create an overflow of moisture, promising a corn crop, interest in stock cattle will revive, and not before.

In the Northwest, cattle wintered well, and without serious outlay for feed. That whole region would be short of cattle if feed were more abundant. As it happens, present bovine population is ample; but, as carrying capacity reaches the normal stage, the acquisitive property will be reasserted.

#### COMPARATIVE LIVE-STOCK PRICES

**B**ELOW ARE FIGURES SHOWING PRICES ON THE principal classes and grades of live stock at Chicago on March 2, 1931, compared with January 30, 1931, and March 3, 1930:

	Mar. 2, 1931	Jan. 30, 1931	Mar. 3, 1930
Choice (1,100 to 1,500 lbs.)	\$10.50-11.50	\$11.75-13.25	\$14.75-15.50
Good	8.75-10.50	9.75-12.25	12.90-15.00
Choice (1,100 lbs. down)	10.25-11.25	12.25-13.25	14.75-15.75
Good	8.50-10.25	9.75-12.25	12.90-15.00
Medium (800 lbs. up)	7.25- 8.50	7.75- 9.75	11.25-12.90
<b>FED YEARLING STEERS:</b>			
Good to Choice	8.25-11.25	9.50-13.25	12.75-15.75
<b>HEIFERS:</b>			
Good to Choice	6.75- 9.25	6.75-10.75	9.75-14.25
<b>COWS:</b>			
Good to Choice	4.50- 6.25	4.75- 6.75	7.50-10.25
<b>FEEDER AND STOCKER STEERS:</b>			
Good to Choice (800 lbs. up)	6.75- 8.00	7.00- 9.00	10.75-11.75
Common to Medium	4.75- 7.00	5.50- 7.00	8.50-10.75
Good to Choice (800 lbs. down)	6.75- 8.00	7.25- 9.00	10.75-11.75
Common to Medium	4.75- 6.75	5.50- 7.25	8.25-10.75
<b>HOGS:</b>			
Medium Weights (200 to 250 lbs.)	6.80- 7.40	7.25- 8.00	10.40-11.40
<b>LAMBS:</b>			
Medium to Choice (92 lbs. down)	7.50- 9.10	7.25- 9.50	9.50-11.25

#### BEEF UNDERDOG IN DISTRIBUTION PROCESS

J. E. P.

**H**UMAN EFFORT TO CONTROL OR ARREST MAJOR price movements always has been, is now, and probably always will be futile. Until the law of cause and effect ceases to operate, price swings are inevitable. Whenever values move violently in either direction, the stage was set for the performance long in advance. Current downward trends in cattle and sheep values originated in previous inflation. Cattle-feeders' troubles may be definitely traced to the boom period of 1928 and 1929. Each price swing goes to the extreme length of the arc.

Beef is an exception to all other food commodities, in that it is not in excess supply, and enjoys practically a closed market, owing to the foot-and-mouth disease embargo, which excludes cheap South American product, and the fact that neither Canada nor Mexico has a cattle surplus. But cattle have been involved in the crash in values, demonstrating that commodity prices are closely interrelated. Influences adverse to cattle prices during February were falling values of hides and other bovine by-products, as well as cheap pork, lamb, fish, poultry, eggs, and other foods that could be substituted for beef, and were so substituted. The wonder is that cattle prices could be sustained previously. Distributors, finding that

other food commodities could be vended more profitably than beef, pushed them, dispelling the illusion that a protected product, with a closed market, could be held immune.

For one thing, beef lacks salesmanship. The cattle-growers' salesman, in the finality of the marketing process, is the man who puts the finished product—beef—under the nose of the ultimate consumer. Be that salesman a market-owner, a restaurant-keeper, or a club steward, the influence, repressive or otherwise, is the same. The average housekeeper purchasing at a market is peculiarly susceptible to suggestion. She may have her mind on beef, but if the salesman is pushing poultry, pork, or any other part of his stock by reason of greater profit, in a majority of instances his logic determines the sale. When a waiter intimates that "the chicken is excellent, sir," he goes to the kitchen with an order for that dish. Great is the power of suggestion!

In the distribution process, beef figures in an underdog role. Rarely does incentive to advocate its purchase exist. Nothing but its inherent palatability and popularity prevents its elimination from the national dietary. Even the domestic-economy instructors, including those on agricultural college pay-rolls, appear to be in the repressive conspiracy, knowingly or otherwise. At the average public dinner, beef rarely has a place. Chicken in its various forms—mainly fried, desiccated, or otherwise mutilated—has preference.

## Want 2,500 Cattle to Pasture

At Manville, Wyoming, on the C. & N. W. Ry. and in reach of feed-in-transit rate at Guernsey, Wyoming, on the B. & M. Ry. Pastured 2,200 cattle for W. C. Harris, of Sterling, Colorado, in 1928; 2,500 cattle for Senator Robert D. Carey, in 1929; and 2,500 three-year-old steers for the Matador Land and Cattle Co., of Denver, in 1930.

A. A. SPAUGH, Manville, Wyoming



## 2 Carloads Good Bulls FOR SALE

The right age for service this  
coming season

PRICED REASONABLY

Write Us

Better yet—come see them

## WYOMING HEREFORD RANCH

Cheyenne, Wyoming



It must be admitted that a decline of about \$2.50 per cwt. in live-cattle prices has not been extended to beef. Killers figure that demoralized by-products have absorbed all but 75 cents per cwt. of the depreciation in cattle, beef being required to carry the load. Admitting the force of this argument, consumers are still paying excessive beef prices, especially when the purchase is made in public eating-houses, where the charge against bovine product is still on a war basis. Where charges have been reduced, an inferior product has been substituted. Restaurateurs and hotel-keepers have pushed pork, poultry, and lamb persistently and energetically, with no apparent intention of changing that policy. Much of the beef served in public eating-houses is cow and heifer product. Cafeteria beef is uniformly inferior.

Bargain sales of pork and lamb have been in progress all over the country. Those meats have had the full benefit of retailers' advertising. Page "ads" in metropolitan papers have played up pork conspicuously. Pork trimmings have been so cheap as to displace beef to a large extent in sausage manufacture. Much of the boasted increase in lamb consumption, estimated at 15 per cent, has displaced that much beef. Restaurant charges for pork, lamb, and poultry have been marked down, but in the price-revision process beef is ignored. The tariff on a "small" steak is the same hold-up as back in 1928, frozen and constant. Chain stores have cut beef prices, usually taking up the slack by purveying less desirable meat.

Heifer-beef trade collapsed during the past winter, in striking contrast to demand for that product in 1930. For one thing, feeders went to heifers so unanimously as to create an excess supply, affording another illustration of the disposition of production to follow price. Only a small proportion of the winter crop reached the butcher in good condition, and a blue heifer carcass is anything but attractive. It was recurrence of unbalanced supply, the market always demanding variety. Throwing a mass of warmed-up heifers on the market, many of them merely in stocker condition, naturally kicked back on the price. Along in February every cooler in the East was full of such beef, necessitating sacrifice wholesale effort. A Chicago killer on a moderate scale, specializing in heifer carcasses, handled several loads costing 6½ cents on the hoof during the second week in February. Dressed cost was 10½

cents, to which he added 1 cent profit. A tour of his trade the following week convinced him that consumers had not derived the least benefit from the slash in wholesale cost.

No remedy for this condition can be suggested. A federal investigation has been proposed; but what's the use? Such surveys have been made with periodical frequency to elicit opinion that, owing to deficient volume, retailing is far from lucrative, which is not open to serious contradiction. The trouble lies with the system rather than with retailers—individual or group. That beef is unjustly penalized in the selling process will not be disputed, however. It is a condition, apparently irremedial, that nullifies reduced production, tariff benefaction, and the advantages that should accrue from what amounts to a closed-shop condition, resulting from exclusion by embargo of foreign fresh meats of other than Canadian and Mexican origin, the volume of which is not sufficient to overload a one-seated buggy. Artificial restriction of beef distribution by federal government intervention is little short of nefarious. That policy is bearing hard on the cattle industry. The packers should at least be given an opportunity.

#### LIVE STOCK AT STOCK-YARDS

**A**PPENDED ARE TABLES SHOWING RECEIPTS, shipments, and slaughter of live stock at sixty-five markets for the month of January, 1931, compared with January, 1930, and January averages for the five years, 1926-30:

#### RECEIPTS

	January		January Average 1926-30
	1931	1930	
Cattle*	1,039,783	1,154,600	1,245,571
Calves	467,834	484,437	498,415
Hogs	4,652,127	4,720,353	4,742,943
Sheep	2,174,988	1,903,185	1,754,663

#### TOTAL SHIPMENTS†

	January		January Average 1926-30
	1931	1930	
Cattle*	456,204	486,277	485,449
Calves	151,260	136,562	149,856
Hogs	1,739,344	1,797,200	1,723,725
Sheep	979,300	786,068	768,244

#### STOCKER AND FEEDER SHIPMENTS

	January		January Average 1926-30
	1931	1930	
Cattle*	188,927	200,836	193,860
Calves	33,311	31,991	20,920
Hogs	44,650	37,955	65,206
Sheep	184,308	125,737	158,515

#### LOCAL SLAUGHTER

	January		January Average 1926-30
	1931	1930	
Cattle*	574,964	645,764	725,569
Calves	322,164	349,270	357,842
Hogs	2,907,038	2,904,613	3,005,631
Sheep	1,201,069	1,110,921	984,681

\*Exclusive of calves.

†Including stockers and feeders.

**HEREFORD BULLS**  
**115 BULL CALVES**  
HALEY-SMITH COMPANY Sterling, Colo.

**Painter**  
**HEREFORDS**  
We have a few carloads of our choice bulls  
for sale at attractive prices  
JOHN E. PAINTER & SONS  
Roggen, Colorado

### HOLDINGS OF FROZEN AND CURED MEATS

**B**ELOW IS A SUMMARY OF STORAGE HOLDINGS OF frozen and cured meats on February 1, 1931, as compared with February 1, 1930, and average holdings on that date for the past five years (in pounds):

Commodity	Feb. 1, 1931	Feb. 1, 1930	Five-Year Average
Frozen beef.....	52,132,000	72,692,000	63,724,000
Cured beef*.....	20,269,000	26,328,000	24,367,000
Lamb and mutton.....	4,081,000	4,667,000	3,976,000
Frozen pork.....	215,599,000	178,695,000	167,606,000
Dry salt pork*.....	107,817,000	116,288,000	125,548,000
Pickled pork*.....	397,942,000	392,123,000	372,074,000
Miscellaneous.....	93,739,000	89,144,000	72,200,000
Totals.....	891,579,000	879,937,000	829,495,000
Lard.....	62,850,000	92,171,000	90,093,000

\*Cured or in process of cure.

### NO IMPROVEMENT IN HIDES

J. E. P.

**H**IDES HAVE BEEN SLOW SALE, AT DECLINING prices; but, at the bottom of the slump, values were fairly well maintained, both in futures and in spot markets. Occasionally a sale was made that figured fractionally higher, but there has been an entire absence of stimulating news, and opinion in trade circles is anything but optimistic, so far as putting values substantially higher is concerned. Maintenance of present prices means that oversupply has been discounted. Current take-off is seasonably poor in quality, and will sell at commensurate prices. When it is out of the way, quality improvement will be indicated by quotations. Leather business is dull, but the trade has a hunch that a liquid condition has been developing. If so, tanners' requirements will necessitate buying before long. River Plate and European markets show no strength. The last government statistical report shows stocks in all positions substantially above the corresponding figures a year ago.

Buyers are disposed to regard hides worth current prices. During the latter part of February packers succeeded in reducing their holdings, including January take-off, running well into February, giving the market a somewhat better appearance from a technical standpoint. Heavy native steers have moved at 7 cents, killers being well sold up on that basis. Butt-branded and Colorado steers can be sold at 6½ cents; light Texas, at 6 to 6½ cents. Heavy native cows are selling at 6 cents.

Small packers were well sold up to the end of February at 6 to 6½ cents for native and branded. Outside small packers have cleaned up at 5¾ to 6 cents for native all-weights. All-weight country hides are easy at 5 to 5¼ cents, selected.

High-cost shoes have been substantially reduced in price, but the \$5 types are held stiffly—probably because they are adapted to the purposes of a majority of consumers. Shoe stocks in retailers' hands are below normal, but close buying is the rule, dealers being indisposed to carry inventories.

### BETTER TONE IN WOOL MARKET

J. E. P.

**N**O MATERIAL CHANGES IN WOOL VALUES HAVE occurred recently, a fair volume of business being done at current prices. Foreign markets have developed a firmer undertone. In the West, inactivity is the rule.

Any firmness in evidence affects the finer worsted grades, medium grades favoring the buyer. Scoured wools are decidedly firm; medium fleeces, weak. Probably the most encouraging development is the comparative ease with which pulled wools may be moved, in contrast with the stagnant condition of that feature of the market a few weeks back.

Relatively, domestic prices are considered secure, gauged by foreign markets, despite a rate of exchange enabling American and English money to buy more wool than Australian currency. Good quarter-blood New Zealand wool costs 60 cents per pound, clean basis, in Boston, with the duty paid. Deducting 10 per cent from this price to allow for extra value on account of superior packing and skirting, the price figures 54 cents per pound, compared with 46 to 48 cents for territory quarter-blood. By the same method of figuring, domestic fine staple should realize 67 to 72 cents to reach a parity with the same Australian grade. Fine French combing should be worth 65 to 67 cents. The logical deduction is that, if foreign markets hold present price-levels, a prop will be placed under domestic prices, effectively combating foreign competition, and should domestic demand pick up, prices on this side could advance 2 to 5 cents per pound, clean basis. The course of the domestic market will be determined either by increased manufacturing demand or by holding wool off the market.

Arizona began shearing several weeks back, some of this wool realizing 16 to 20 cents, equivalent to 55 cents per pound clean, landed at Boston. In the northern areas, shearing is still some distance ahead. Dealers are inactive, but considerable new-clip wool is being signed up by the co-operative.

Viewed from every angle, the wool situation and prospect are both more promising than in many months past.

### FEEDSTUFFS

**T**HE PRICE OF COTTONSEED CAKE AND MEAL, f. o. b. Texas points, was \$23.50 per ton on March 4. Hay prices at Kansas City, March 2, were: Alfalfa—No. 1 extra leafy, \$24 up; No. 2 extra leafy, \$21.50 to \$23.50; No. 1, \$17.50 to \$21; No. 2 leafy, \$16 to \$17; No. 2, \$14.50 to \$15.50; No. 3 leafy, \$13 to \$14; No. 3, \$11.50 to \$12.50; sample, \$8.50 to \$11; prairie—No. 1, \$11 to \$12; No. 2, \$9 to \$10.50; No. 3, \$7.50 to \$8.50; sample, \$5 to \$7; timothy—No. 1, \$14 to \$14.50; No. 2, \$12.50 to \$13.50; No. 3, \$11 to \$12; sample, \$9 to \$10.50; timothy-clover, mixed—No. 1, \$13.50 to \$14.50; No. 2, \$12 to \$13; No. 3, \$9.50 to \$11.50.

#### Argentina's Wheat Crop

An official estimate places the wheat crop of Argentina for 1930-31 at 271,404,000 bushels. This compares with 162,576,000 bushels for the 1929-30 harvest.

#### BRAHMAN BULLS

Now is the time to obtain that Brahman bull calf, registered under the rules of the American Brahman Breeders' Association. For information and prices address

SARTWELLE BROS., 216 West Bldg., Houston, Texas

#### WANTED TO BUY—All kinds of empty Feed Bags—

Oat, Bran, Cottonseed Meal, etc. Write us for prices and tags. Bruce Bag & Burlap Co., 1613 Pearlstone St., Dallas, Texas.

# FOREIGN

## ENGLISH LIVE-STOCK LETTER

BY JOSEPH RAYMOND

[*Special Correspondence to The Producer*]

LONDON, February 15, 1931.

**A**LTHOUGH THE YEAR 1931 HAS GIVEN INDICATION of proving a period of cheaper meat, live stock on home pastures is maintaining its values in a rather remarkable manner. Imported meat has slumped badly, and there have been good reasons for this. It is, therefore, all the more astonishing that prices of fat cattle have continued recently to move in an upward direction in England and Wales, so that the index number has risen lately by seven points, reaching 27 per cent above the pre-war level. Fat sheep have been about half a cent per pound cheaper than in December; but, as this reduction was proportionately smaller than that which occurred in the corresponding period of the base years—that is, the period prior to the war—the index figure was six points higher, and 50 per cent above 1911-13. Quotations for bacon pigs have also risen slightly, and the index figure, at eight points higher, stands at 34 per cent above the pre-war level. Porker pigs showed a reduction of nearly 12 cents per score, but in this case also there was a more pronounced drop in the base period. Store cattle have been a trifle dearer, at 28 per cent above the base period.

In the imported-meat market something like a debacle has occurred. The factor mainly responsible for this has been the large importations of Argentine lamb, which have so flooded a heavily burdened market that prices have been brought down to a very low ebb. Today best Canterbury lamb can be bought wholesale, ex ship, at 30½ cents per pound, and New Zealand down lamb a cent cheaper. These prices compare with values 50 per cent higher a year ago. It is not Argentine lamb alone, however, which has reduced the market to its present condition, but rather the progressive flooding of the English market with increased supplies of frozen meat in successive seasons. Last year the great increase came because the pressure of world depression, including a great drop in wool prices, compelled producers in Australia and New Zealand to market all the lambs they could for export, and also all the sheep available.

A good deal of discussion is being fomented on the failure hitherto of the meat-retailers of Great Britain to pass on the

cheapening of meat to the British public. At the present time the meat-retailers must be enjoying a very profitable business, with all the reductions in their purchasing costs. At a time when the Chancellor of the Exchequer in the British government is declaring that everyone must share the burden of trade depression, it is more than likely that public outcry will soon arise against the meat-retailing trade, if it does not at once set about providing cheaper meat for the housewife.

The best opinion available suggests that, on the whole, there seems to be no reason to anticipate any appreciable falling-away in imports in the near future, although the information is by no means conclusive, inasmuch as in most of the important sources of supply a new killing season has not long been in progress. On the other hand, the present low level of wool prices may lead to heavier marketings of sheep in some of the overseas countries. Large additions have been made to the sheep flocks in New Zealand in recent years, with, as a consequence, heavier shipments from that source. Although, as noted earlier in this letter, home-killed meat prices have been maintained up to now at such a superior level in comparison with imported meat prices, it is generally thought that the continued frozen-meat slump and heavy glut of importations must before long bring an inevitable break in home-killed meat values.

Another stage has just been registered in the rather checkered career of a dead-meat exporting undertaking established in Ireland at Drogheda shortly after the war. The Irish Packing Company established a well-equipped meat-killing and chilling works in 1920, for the purpose of supplying the leading British markets with dead meat, in place of the live-cattle export previously ruling. It was hoped by this means to found a profitable by-product industry in Ireland; but unfortunate finance, and apparent difficulty in getting the meat-raisers and the exporting interests to work in harmony, resulted in the failure of the enterprise. The works have previously passed under the hammer, and have now again been sold—with what result for the future does not at the moment appear.

## NOTES FROM FOREIGN LANDS

### Foot-and-Mouth Embargo in Canada

An order has been issued by the Canadian government, prohibiting the importation into the Dominion of meat and meat products, other than cooked and canned, from countries in which foot-and-mouth disease has been known to exist during the twelve months immediately preceding shipment.

### Co-operatives in Canada

Co-operative producers' associations in Canada at the beginning of 1931 numbered 936, with a total membership of 512,835. Aside from these, there are twenty-six co-operative distribution societies and a number of consumers' organizations. In the province of Quebec there are 180 "people's banks," providing short-term credits for small farmers and industrial workers.

### Heifers for Breeding to Be Transported Free in Canada

To further the building-up of the beef industry in western Canada, the federal government has authorized a free-freight policy, under which heifers not over two years old and of approved type will be returned from stock-yards west of Fort William, Ontario, to points in the same area free of transportation charges to farmers for breeding purposes, the railroad company absorbing 25 per cent of such charges and the government 75 per cent.

## AN IDEAL CATTLE RANCH

2,240 acres, 26 miles south of Atkinson, Neb. On graveled Highway No. 54, to be completed this year.

This ranch puts up 800 to 1,000 tons of good hay. Will carry from 500 to 600 head of cattle. Improvements—large 10-room house, horse-barn, cattle-shed, garage, shop, etc. Only one mile to inland store and cream station.

Write now, if interested, to A. E. HANSEN  
4201 North Thirtieth Street, Omaha, Neb.

# THE BULLETIN BOARD

## HOW TO SAVE LAMBS

Immersing a lamb which has been chilled at birth in a dish of hot water, so that all parts of the body except the head are submerged, will often save it, we read in *Live Stock Markets*. Immediately after removing the lamb from the water, it should be wiped dry, and kept warm until it has gained strength.

"Lambs failing to breathe at birth are saved frequently by artificial respiration. To do this, rub the sides, move the front legs forward and backward, and blow in the nostrils.

"Feed two tablespoonfuls of the ewe's milk every two hours to a weak lamb. After a few artificial feedings the lamb will develop sufficient strength to look after himself.

"A ewe which has lost her lamb may be induced to adopt an orphan if the skin of the dead lamb is placed on the back of the orphan. Another method is to dab a bit of kerosene or wintergreen oil on the nose of the ewe and on the back of the orphan lamb.

"Should a ewe refuse to own her lamb, bring a strange dog into the shed. The danger often stimulates the protective instinct of the mother to the point where she will forget her stubbornness and go to the lamb."

## RAISING OF KARAKULS

Karakul sheep—a breed raised chiefly for the production of lambskins suitable for fur—are comparatively new in this country. Only a limited number are now in the United States, and direct importations from Bokhara, their native country, are prohibited by law to prevent the introduction of disease. Farmers' Bulletin 1632-F, "Karakul Sheep," just issued by the Department of Agriculture, gives essential information regarding this breed.

Lambskins produced from Karakul lambs are divided into three main classes, known commercially as broad-tail, Persian lamb, and caracul. Of these, broad-tail is the most valuable, but the percentage produced of this type of skin is very small. Fur skins from grade Karakul rams and ewes have not brought favorable prices. However, experimental work indicates that, if grade ewes of the more available American type are mated with desirable purebred Karakul rams for successive generations,

high-grade Karakul sheep can be developed whose lambs will be as satisfactory as purebreds for the production of fur.

## THE TAIL OF THE PIG

"A pig without a tail, or with no more than a stumpy apology for that decorative finish to its anatomy, is a depressing sight," says the *London Live Stock Journal*.

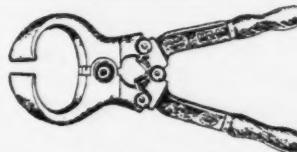
"Actually it ought not to make much difference to the animal itself or to its value whether it has a good tail or a bad one, or no tail at all; but the fact remains that it does. There is an especial value in the pig's tail. It indicates the physical and mental condition of the animal to which it belongs. If a pig has no tail, you cannot tell so easily whether the owner of it is a happy pig or the reverse; and contentment of mind and body is a very important matter where pigs are concerned. If a pig drops its tail, allowing it to hang limply, you know at once that it is not happy; if, on the other hand, it carries its tail gaily, in nice curly fashion, you know that all is well.

"Little pigs often lose their tails in cold weather through bad circulation caused by wet and cold. If their tails become dirty and draggled, they may drop off. Even a strictly commercial pig looks better with a tail than without one.

Let us take care, then, that its appearance is not marred by losing this ornament. A little oil rubbed on the tails of small pigs from time to time during the first few weeks of their existence will prevent dirt from adhering, and will encourage circulation to the very tip."

## MOOSE-ELK HYBRID

Known to forest rangers as "the elk with the funny horns," the first known specimen of a cross between a moose and an elk was recently killed in the Deerlodge National Forest, Montana. The rangers had for the past five years known of this animal, which associated with and grazed like elk, yet whose horns and body were half moose and half elk. He was first seen in the Boulder Creek District of Deerlodge Forest in 1925, when he appeared to be about three years old. He was finally killed in Bear Gulch, Jefferson County, Montana, and was found to weigh 1,100 pounds.



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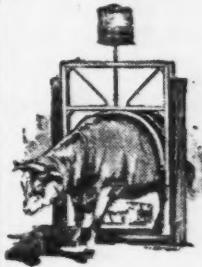
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Automatic Currying & Dipping Machine Co.,  
Pender, Neb.

Dear Sirs: Just a line to let you know how we like our machine which we purchased from you three years ago.

We would never be without one as long as we have cattle, be the herd small or large. And we advise anyone else having cattle to purchase a machine, which they no doubt will at all times use.

(Signed) J. F. MEININGER.



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the Automatic Currying  
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## TOBACCO FOR STOMACH WORMS

Tobacco and salt will rid your sheep of this pest. Our tobacco siftings are made from Kentucky-grown tobacco, insuring high nicotine content. Send for letters from other breeders who have used our siftings with good results. Price, \$2.50 per 100 pounds, F. O. B. Louisville.

**AXTON-FISHER TOBACCO COMPANY, Louisville, Ky.**

### MEAT-STORY CONTEST FOR HIGH-SCHOOL GIRLS

A chance to win a university scholarship through participation in a meat-story contest is again being offered high-school girls this year by the National Live Stock and Meat Board, Chicago. This is the eighth time that this contest has been conducted. Each year between 10,000 and 15,000 girls have competed. In addition to the scholarships, there will be cash awards for each state.

Complete freedom in the selection of subjects is given, so long as they deal with some phase of the production, marketing, cooking, etc., of meat. Judging of the essays will be in the hands of a committee of prominent home-economics authorities.

### WHEAT STRAW FOR INSULATION

Wheat straw in large quantities is being employed by a mill in St. Joseph, Missouri, in the manufacture of structural building insulation. The mill cooks the straw and shreds it into long, tough fibers, which are then interlaced and matted into panels. These panels are passed through 1,000 feet of tunnel driers, heated to a temperature of 400 degrees, and emerge ready to be sawed into boards four feet wide and any desired length. From these boards has been developed a free-expanding plaster base, to be used in place of regular wood lath.

The price paid for the straw has been \$6 a ton.

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Bldg. DENVER, COLO.

### EUROPEAN TARIFF WALLS

Comparative heights of tariffs in the various European countries are graphically shown on a map prepared by Sir Clive Morrison-Bell, member of the British Parliament, and recently exhibited in all the industrial centers of Europe and the United States. The tariffs are represented as brick walls, reduced to a common scale. In the order of their relative heights, as expressed in figures which have no other significance, they are given as below:

Country	Relative Tariff Height
Spain	26.0
Poland	22.0
Roumania	21.0
Yugoslavia	20.0
Hungary	19.0
Czechoslovakia	18.5
Bulgaria	17.0
France	16.5
Italy	16.0
Latvia	16.0
Germany	15.5
Portugal	15.5
Estonia	15.5
Greece	15.5
Albania	15.0
Lithuania	15.0
Austria	14.0
Turkey	14.0
Sweden	13.0
Finland	13.0
Norway	12.5
Irish Free State	12.0
Switzerland	11.5
Belgium	11.0
Denmark	9.0
Netherlands	8.0
Great Britain	8.0
Russia	?

We wonder where the United States would be placed in this list.

### MEAT-EATERS OF NORTHLAND HEALTHIEST PEOPLE

Eskimos of northern Greenland, in the opinion of Captain Donald B. MacMillan, Arctic explorer, are the world's most nearly perfect people. Living in holes in the snow, they are compelled by the terrific climate to spend most of their time providing for their barest physical needs. Yet they appear to be the happiest people on the planet.

"They are so healthy and so normal that they have no bad traits to pass on to their children," says Captain MacMillan. "Their hearing, sight, and other senses are keener than any domesticated dog's, and their minds can grapple with problems that have never been solved by our thinkers."

"These people live entirely on meat. They have discovered that the vitamin necessary to prevent scurvy is in raw meat. Disease, except for rheumatism and heart trouble, was absolutely unknown among them until white men came. They are probably the sturdiest and most enduring race of our age."

### UNCLE SAM AS A FOOD PURVEYOR

Uncle Sam is one of the largest purchasers of foodstuffs in this country, if not in the entire world, says the *New York Sun*. He has hundreds of thousands to feed, and their provender is purchased with great care.

"The importance of this phase of activity by the federal government is brought out in a report from the Department of Agriculture as a matter of information and a possible guide to the housewife.

"During 1929 the army bought food for 118,000 enlisted men, as well as for 6,000 Philippine scouts, general prisoners, employees on cable ships, mine-planters, the vessels of the army transport service, and other branches of the military. The navy provided food for 72,000 men, and the United States Marine Corps for 15,200. The Department of Justice has 24,000 prisoners to feed, and the Department of Commerce has under its jurisdiction employees of the vessel service of the navigation and lighthouse branches, Coast and Geodetic Survey, fisheries, mines, and other charges. The Treasury feeds the coast guard.

"Another group demands special care. This is composed of survivors of the World War and is under the direct supervision of the United States Veterans' Bureau. There are 18,000 veterans in fifty hospitals in as many towns, and food bought for them must be chosen to nourish and strengthen, as well as to satisfy the vagaries of the sick."

### MOVEMENT AWAY FROM FARMS SLOWING UP

One effect of the industrial depression has been a slowing-up in the drift of our population from farm to city. Last year, the Bureau of Agricultural Economics estimates, only 1,543,000 persons left farms for towns and cities, compared with 1,876,000 in 1929 and a peak movement of 2,155,000 in 1926. On the other hand, 1,392,000 persons moved from cities to farms in 1930—the largest number since 1924, when 1,396,000 changed to rural surroundings.

The net movement away from farms was 151,000 last year—the smallest since 1922. As there was estimated to be an increase of 359,000 births over deaths on farms in 1930, the total farm population on January 1, 1931, was calculated to be 27,430,000, as compared with 27,222,000 on the same date the year before.

### POULTRY CONSUMPTION

On the authority of the Secretary of State for Scotland, in the United States the average consumption of poultry is 3 birds per head annually; in Canada, 7½; and in the United Kingdom, less than one.

# ROUND THE RANGE

## GOVERNMENT RANGE AND LIVE-STOCK REPORT

Ranges during January provided more than the usual amount of grazing, says the Bureau of Agricultural Economics in its February report. East of the Continental Divide mild weather made it possible to utilize range feed and save hay supplies. In Oklahoma, feed and pastures were short. New feed was getting a good start in Texas. Much of the winter range in Utah, Nevada, and Idaho was covered with snow. In Oregon and Washington, range areas were very dry, and over much of the western territory moisture was badly needed. California had had January rains, and feed prospects were better there than a year ago.

Cattle generally were wintering well, with light losses. Sheep were mostly in very good condition.

### RANGE AND LIVE-STOCK CONDITIONS

#### California

The worst of the winter seems over. Grass is growing, and cattle have wintered better than any other winter I know of. Parts of San Joaquin Valley are short of feed, and parts of the coast region south of here are not so good as usual. A late spring may overcome this. Feeder steers have been hard to buy at profitable prices. Last fall Arizona yearlings were costing, delivered here, as much per pound as beef. Few were bought. Beef has risen in price very little since last fall.—J. Lee Ogier, San Jose.

#### Colorado

Easy winter up here. Cattle shipped close last fall, and fewer will go on range in spring than at any time in past ten years. Straight cowmen are mostly in good shape; mixed ranchers have been hard hit by cream drop.—Ned Coumbe, Dillon.

#### Idaho

Conditions here have been good for the cowman—no snow, and good feed on the reserves. Cattle are fat enough for beef just off the range.—J. L. Brust, Joseph.

#### Kansas

Cattle are wintering fine in this section. Plenty of feed, and very little snow as yet. Some trading being done on mixed stuff. Some extra good steer calves sold in December for \$40 per head. Most of the calves selling at \$25 to \$30 per head.—James A. Wilson, Coolidge.

#### Montana

We have had a good winter so far. There is none too much feed in this country, but stock is looking well.—Mike Reed, Stanford.

Our winter has been extremely mild, and all live stock is in fine condition. This, the extreme southeastern part of Montana, was not hurt by the drought, and there is plenty of hay and pasture. Most cattlemen are selling yearlings, and very few older cattle are carried.—H. E. Patton, Mill Iron.

The cattle in this district have so far wintered very well, in spite of a dry summer and short hay crop this past season. However, the ranchers are beginning to be concerned about the snowfall, as it has been very light, and much is depending upon it for irrigation.—Alex Christie, Grant.

No snow yet. Pastures standing up only about 30 per cent of normal. Water frozen up. No feeding as yet. Calves selling at \$35. Few sales.—C. C. Rugg, Kirby.

We have had no snow. The grass on the open range is just fair, and the water condition poor. We have plenty of hay, and most of the cattle look good.—A. E. Fowler, Wyola.

The live-stock man has not had a rosy bed in this part of Montana this year, with very short grass and water, and no hay, except in the irrigated sections, and a heavy cut in prices on live stock. Hay now is \$20 per ton, laid down at the railroad. There was no crop of grain on dry land this year, and stock-growers and farmers have no feed for stock. The weather has been on our side so far this winter—very warm, with not a trace of moisture since November 17, which saved a lot of feed; but grass is a thing of the past, and stock will have to be fed from now on.—Thomas H. Busteed, Busteed.

Stock is in fine condition, with mild weather and plenty of feed. A little snow would be mighty acceptable.—R. L. Waddell, Great Falls.

We have had a very fine winter so far, and all stock is in good shape. We shall be short of water next summer, as we have had only about a foot of snow.—C. A. Buck, Lakeview.

Conditions are fine here so far—no cold or snow to speak of. Not much feeding where there is grass. There will be plenty of feed for the big snow in March and April. Hardly any cattle are changing hands.—J. L. Davis, Kirby.

Conditions here are very good—a very mild winter. Grass is a little short, but live stock is looking well. Precipitation has been the lightest in years.—James H. Hunter, Webster.

#### Nebraska

Range cattle are wintering well. Plenty of feed.—L. E. Hood, Asp.

#### FOR SALE

Property known as Abbott Ranch, situated seven miles north of San Jose, California, just west of the Oakland Highway, near Milpitas; containing 230 acres gently sloping land, and supplied by three good wells, with ample water for irrigation and domestic use.

Land was formerly farmed by Spreckles Sugar Company, raising good crops of sugar-beets, etc. It has large, old-fashioned, two-story-and-basement house, with twelve rooms, insured for \$12,000 or \$14,000; large barn for 30 head of stock, and storage capacity for 100 tons of hay; milking-shed for 100 cows; other outbuildings and a silo. Fenced and cross-fenced. Penitencia Creek runs along east side for one mile. A 4,000-foot spur track from Nile-San Jose line of the S. P. Railway comes in back of lower end of milking-shed. There is a lane entering place, with 50 fine, full-bearing walnut trees.

Owing to the poor health of owner, I have been authorized to offer this place for \$260 per acre for the entire tract. If interested, write John P. Booth, 140 North Eighteenth Street, San Jose, Cal. Licensed Broker, Real Estate, Loans and Investments.

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Baby chicks from two-year-old stock. Tom Barron English White Leghorns, 9c; Barred Rocks, R. I. Reds, 10c; White Wyandottes, Buff Orpingtons, 12c; Jersey Black Giants, 15c. Lakeview Poultry Farm, Berlin Center, Ohio.

**FOR SALE:** Big Type S. C. W. Leghorns, Tame Strain. They shell out the higher-priced winter eggs. Baby chicks, \$12. Hatching eggs, \$6. "You'll be pleased." **MRS. PAUL H. CHAMBERS,** R. R. 1, Box 170, Las Animas, Colo.

#### STEER HORNS FOR SALE

Longest steer horns in Texas for sale. Highly polished. Rare ornament. Texas Longhorn cattle now extinct. Free photo. **D. BERTILLION, Mineola, Texas.**

**New Mexico**

Range is short, but we have had plenty of moisture for early feed. Stock is wintering fine.—W. T. Murray, Carlsbad.

We have more moisture in the ground now than we have had at this time since 1914, and are assured of a good spring. Cattle have wintered well. Times are not normal. Why is it that prices of cattle are lower now than in November, and still so few on the market, and tens of thousands of men now with jobs who had none then?—M. E. Tarwater, Columbus.

**Oregon**

The winter here has been mild so far, and stock has been wintering on a small amount of feed. Snowfall has been light, and crop prospects look very poor. There will be only a small amount of hay carried over for next winter. No stock has changed hands since the first of the year, and I do not look for much demand here this spring.—O. D. Hotchkiss, Burns.

Local conditions are good. Cattle are wintering fine. We have had a light winter, with very little snow. Grazing conditions are good. There is a surplus of hay.—J. H. Maxwell, Lewis.

**South Dakota**

Never saw such a winter, if you can call it that. Have not fed a forkful of

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hay. The little cattle look great. M. B. Johnson's article was great. That is where we need government financing—behind men like Johnson, who investigate what is being done by practical ranchmen, interpreting the results, and presenting them so that, if the shoe fits, it can be worn. Competition and nature will do the rest, in spite of the Farm Board's best efforts.—J. Bruce Orcutt, Reva.

**Wyoming**

Cattle are wintering well in the Sweet Water Valley. Range was good last summer, and cattle entered the winter in excellent condition. The 1930 calf crop was above normal. The cattle business looks very encouraging for 1931 in this section. Plenty of feed to winter cattle.—J. L. McIntosh, Split Rock.

Range is very dry. Have had a wonderful winter for stock, but very short of water—lack of snow.—Robert W. Dallzell, Kaycee.

**Canada**

I spent some time trying to explain conditions in this district to members of your commission sent here to inquire into the situation before the present tariff was enacted, and we hoped for a market for our stockers. Well, you know what we got. By next year some of our higher-priced cows will be worked off, and we shall be in better shape to take low prices. In the meantime we must get along without your paper, much as we have appreciated it.—Walter Hutchinson, Cochrane, Alberta.

Conditions are not very good in Saskatchewan, owing to wheat prices being so low. We feel, however, that conditions are on the mend, but look for a slow move back to normal. Hog prices have remained good, cattle are only fair, and sheep show slight recovery.—T. J. Graham, Pennant, Saskatchewan.

**WYOMING PASSES ANTI-RUSTLING LAW**

A bill for the curbing of live-stock thefts was signed by Governor Emerson, of Wyoming, a few days before his death. The measure prescribes rigid rules for the shipment of live stock by truck. Trucks carrying cattle may be stopped by any state, county, or municipal peace officer, and a certificate of inspection demanded which must show the origin and destination of the shipment.

**TAX REDUCTIONS IN IDAHO**

Reductions in the assessed valuations of live stock in Idaho have been obtained through action of the state cattle and sheep growers' organizations. On cattle, the reductions are as follows: common cattle, from \$25 to \$22; common yearlings, from \$15 to \$11; yearling registered cattle, from \$30 to \$20; bulls, from \$50 to \$40; milk-cows, from

\$40 to \$30. On sheep, a valuation of \$4 a head has been placed on common ewes and yearlings, and on purebred bucks and sheep, \$7.

**WIND-LORE**

"When the wind blows less than 1 mile per hour, smoke rises vertically," the Weather Bureau informs us. "A wind of 1 to 3 miles causes smoke to drift, but does not move a wind-vane. A light wind of 4 to 7 miles makes itself felt on the face, rustles the leaves, and moves a wind-vane; while a gentle breeze of 8 to 12 miles an hour keeps leaves and small twigs in constant motion and extends light flags."

"A moderate wind of 13 to 18 miles an hour raises dust and loose paper, and moves small branches; while a 'fresh blow' of 19 to 24 miles causes small leafy trees to sway gently and forms crested wavelets on inland waters."

"A strong wind of 25 to 30 miles an hour moves through large branches of trees, whistles through the telegraph wires, and makes it difficult to hold an umbrella open; while a wind of 31 to 38 miles' velocity sets whole trees in motion and retards anyone walking against the wind."

"A wind blowing 39 to 54 miles an hour is known by the Weather Bureau as a 'gale.' When a gale does not exceed 46 miles an hour, it breaks twigs off trees and generally impedes progress; but when stronger it causes slight structural damage, blowing off chimney-pots and slate shingles."

"The wind seldom blows 55 to 75 miles an hour inland, but such a velocity is known as a 'whole gale.' When blowing at a velocity of 55 to 63 miles an hour, a 'whole gale' uproots trees and causes considerable structural damage, and a 64- to 75-mile 'whole gale,' very rarely experienced, causes widespread damage."

**THE SPICE-BOX**

**One Apiece.**—Kelly and Cohen were having dinner together. Cohen helped himself to the larger fish, and Kelly said:

"Fine manners you have, Cohen. If I had reached out first, I'd have taken the smaller fish."

"Vell," Cohen replied, "you got it, didn't you?"—Weekly Scotsman.

**Precious.**—Elderly Lady—"Does your father know that you are smoking, little boy?"

Youth (about fourteen years old)—"You're married, ain't you?"

Elderly Lady—"I am."

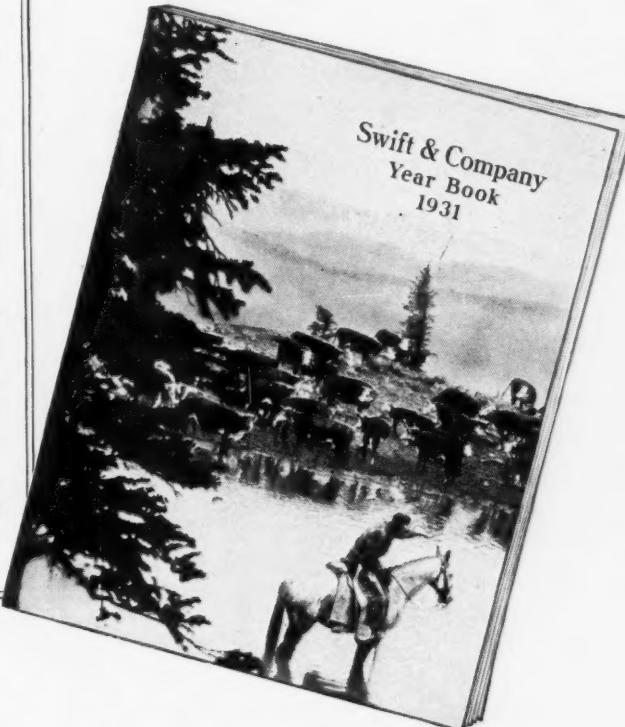
Youth—"Does your husband know you speak to strange men?"—Answers (London).

**Thoughtful.**—During a hold-up in Chicago a young stenographer was grazed by a bullet. Thinking she was dying, she dictated a farewell note. "Write to Johnnie," she whispered. "Give him my true love and best regards. Carbon copies to Harold, Fred, and William."—Boston Transcript.

# 6 Questions

of interest to  
livestock producers

- Q Why did meat and livestock prices decline during 1930, and what is the outlook for improved prices?
- Q What is being done to increase the demand for meat from your livestock?
- Q Is the cost of meat distribution higher or lower than the cost of distributing other food commodities?
- Q Why is meat sometimes sold by the packer at a loss?
- Q What has been done to eliminate waste motion and unnecessary handling in the marketing of your butterfat, poultry and eggs?
- Q What is the "Consent Decree" and how will its recent modification react to the benefit of producers and consumers?



discussed in  
**Swift & Company's 1931 Year Book**

EVERY page of Swift & Company's new 1931 Year Book is alive with important information that should be in the hands of every farmer and livestock producer.

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